

# CHEMIST & DRUGGIST

The newswweekly for pharmacy



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Will Belfast riots endanger Conference?

Pharmacists exempt from training board levy

Winning design in EC10 contest

Putting up the shutters on photography

A plain-language guide to computers in pharmacy

Wilkinson Sword's new blade

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# CHEMIST & DRUGGIST

11th year of publication Vol. 191 No. 4669

The newsweekly for Pharmacy

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Editor Owen H. Waller, FPS

Deputy Editor A. Wright, MPS, DBA

Markets Editor W. S. Bowman MPS, MIPharmM

Editorial Staff R. B. Baxter, BPharm, MPS  
R. E. Salmon, MPS  
Kenneth Ellis

Art Editor Peter Hewitt

Editorial inquiries I. H. Cotgrove

Price List D. J. Davis

Production F. S. Pye

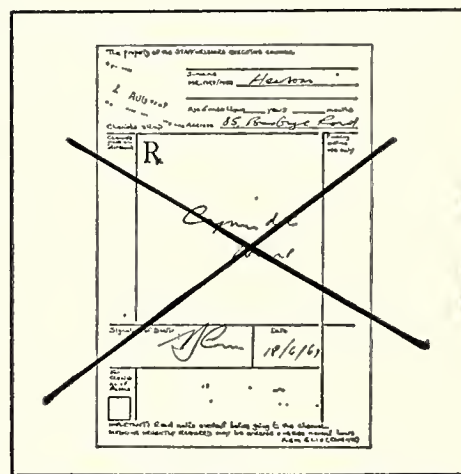
Publisher J. G. B. Wheeler, FPS, DBA

Advertising J. Foster-Firth, MPS

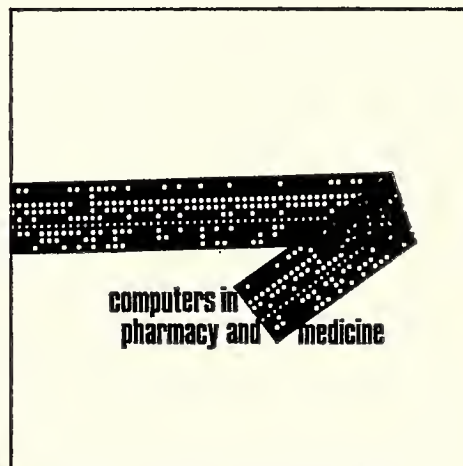
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E. L. Sheard, 32 Wynford Rise, West Park,  
Leeds (Leeds 67-8438)E. A. Craig, 8 Merrylee Road, Newlands,  
Glasgow S 3 (Merrylee 6356)

Classified advertising Margaret Churchill

Subscription department A. A. Golding  
01-777 8271. Home and Overseas £6 pa;  
2s 6d per copy (including postage)Published every Saturday by Morgan-  
Grampian (Publishers) Ltd, 28 Essex Street,  
Strand, London WC 2. (01-353 6565)  
Contents ©Member Audit Bureau  
of Circulations

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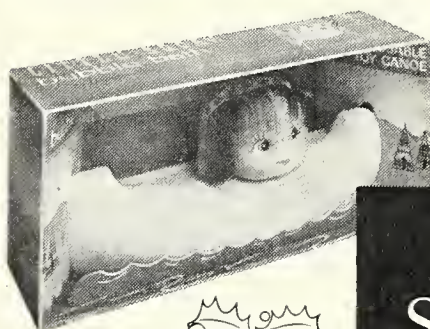


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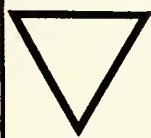
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# NEWS OF THE WEEK

## Pharmacists to be exempt from training board levy

The salaries of pharmacists engaged wholly or mainly, in professional activities will be excluded from emoluments assessable to the levy under The Industrial Training Act pending further discussions.

Doubt had arisen as to the interpretation of the Industrial Training (Distributive Board) Order 1968 so far as pharmacists were concerned and discussions are to take place between the Distributive Industry Training Board, pharmacists' representatives and the Department of Employment and Productivity (see *C&D* August 2, p 89) to try to arrive at an agreement in the best interests of all concerned.

Meanwhile for the first levy period only and without prejudice to its future position, the Board has proposed the exemption.

## Retail sales index up

The index of retail sales by chemists and photographic goods dealers in June was 116 (average monthly sales in 1966=100) an increase of three per cent over the same period a year earlier. Board of Trade figures also reveal the following indices for the month:

Independent retailers  
117 (+ 2 per cent)  
Multiple retailers  
118 (+ 4 per cent)  
Co-operative Societies  
96 (—3 per cent)

The figures do not allow for receipts under the National Health Service.

## Conference so far not endangered by Belfast riots

Rioting that broke out in the Crumlin Road-Shankhill Road area of Belfast last weekend and continued on several succeeding nights should not affect the success of the British Pharmaceutical Conference in September.

Two Belfast pharmacists, Mr T. I. O'Rourke and Mr H. W. Gamble, emphasised that the trouble area was in the north-west of the city, well away from the conference venue at Stranmillis in the south. None of the conference excursions passed near the area.

Mr Gamble, who is vice-chairman of the conference local committee was one of the eight pharmacists out of the nine in Shankhill Road who had their shop windows broken during the riots. He was quite unperturbed about conference prospects, saying that the trouble was due merely to youthful hooligans.

Violence occurred only at night and during the day all was quiet. Mr Gamble felt that so far no precautions need be taken for the conference.

## Labour's drug proposal

When the Labour Party's conference meets in Brighton in October it is expected that among the proposals for discussion and approval will be one which would permit the

State to enter various industries where the main customer is a public service.

The pharmaceutical industry will be cited as a first example and three suggestions on how this may be achieved are likely to be advanced; to take a substantial share in one company; to seek a partnership with one company; or to set up a new company to manufacture standard drugs for the National Health Service.

The proposals are expected to be included in the Party's manifesto *Into the Seventies* to be published in a few days' time.

## US Pharmacists in study tours

About 100 American hospital pharmacists are expected to participate in the third international clinical study tour of the American Society of Hospital Pharmacists to be held in London, October 4-14. Among the speakers from Britain who have been invited to address the delegates are Mr C. W. Barrett, Aberdeen; Professor A. H. Beckett; Mr G. Raine, London and Dr T. D. Whittet.

The president of the Pharmaceutical Society of Great Britain will greet the delegates at the Society's headquarters on October 9 and the various addresses will be delivered there on that day. Venues on other days are the Wellcome Foundation auditorium and Kensington Palace Hotel.

About 50 British hospital pharmacists can be accommodated at the conference for which a nominal fee of 42s. is being charged.

Particulars from the general secretary, Guild of Public Pharmacists, Premier House, 150 Southampton Row, London WC1.

## Training board for industry defines aims

The Chemical and Allied Products Industry Training Board stress in their annual report on their first full year that they see training not as an end in itself, but as a means.

The prime objective is to make the best use of the human resources of the industries they serve, thereby contributing to increased efficiency, profitability, and job satisfaction.

The Board see the levy and grant concept primarily as the spur to achieve good industrial training as quickly as possible and certainly not as an end in itself.

It is planned to open two regional offices in early 1970. One in Staines and one in the Manchester area.

The Board's register on March 31 included 3,410 establishments employing 440,000 people scattered throughout the country with concentrations in the more densely populated areas. Out of 1,360 firms assessed for levy, only two have gone to appeal. Nearly 70 per cent of the firms embraced by the Board have 100 employees or less and for this reason the Board have formed a small companies advisory panel in addition to including a number of small firm representatives in their committees and working parties.

Looking to the future, the Board have mounted jointly with the Chemical Industries Association a manpower survey of their industries through to 1975 to ensure that their priorities are rightly directed.

(Annual Report of the Chemical and Allied Products Industry Training Board, HC No. 339, HMSO, 3s.).

Judging entries in the EC10 contest — J. W. Wright (left), J. M. T. Ross, E. E. Stabler. Their report and the winner's entry, page 121







Deputy chairman Roy Randolph with sharp promotion material

## A 'sandwich' of chromium in razor blade

Claiming the second technological break-through in a decade, Roy Randolph, deputy chairman Wilkinson Sword Ltd, announced a new razor blade, claimed to give about one-third more "comfortable shaves" than the current blade. Market research and test marketing in Scotland had shown a 60 per cent preference for the new blade over others seven days after first using it. The preference rate increased the longer the blade was in use.

### Atomised chromium

The secret of the new blade's performance was in the addition of a minutely thin layer of atomised chromium, which formed a "sandwich" between the metal blade edge and the polymer coating, explained Mr Randolph.

Patents had been applied for the "thin film technology," a vacuum deposition similar to that used in micro electronics. Research and development costs totalled about £300,000 with an additional £250,000 investment in equipment.

It was the coating of stainless steel with the polymer which led to the success of Wilkinson Sword's first Super Sword edge blade in 1961.

### Eight years' research

The outcome of eight years' research, the new process used the chromium to protect the extremely small tip or cutting edge of the blade throughout its shaving life, thus preserving first-shave comfort.

Explaining the market significance of the new product,

Mr Bernard Hansom, managing director of the shaving division, said:

"Our best market is, of course, the United Kingdom, where we have grown from six per cent to outright brand leadership with over half the total market in just eight years. This has been achieved in the face of active and entrenched competition, and the effort has seen Wilkinson Sword emerge from a small engineering firm to a large international manufacturing and marketing organisation.

### Market shares

"In the past eight years the Wilkinson Sword share of the world market has risen from one per cent to 14 per cent, with the strongest share of 30 per cent in the European and Commonwealth sector.

"Wilkinson Sword have 10 per cent of the American market, and three per cent of the South American, African and Asian area."

Mr Randolph said the company anticipated it would have a six to nine month lead on other razor blade makers with the new blade, and they hoped to gain an even greater share of the market to offset any sales losses due to the longer life of the new blade.

That reasoning had led them to offer the blade in five-blade dispensers at the same price as the current Wilkinson blade.

The new blade is being offered as the New stainless Wilkinson Sword blade.

Mr Hansom said that from September 1 the Wilkinson Sword razor would again be available.

Launched last year, it had captured over one third of the UK razor market in the pre-Christmas period.

## Doctors' 'abuse' highlighted

Chemists were understandably irritated by abuse of prescribing, particularly when they saw doctors dishing out pep pills or other addictive drugs, and making a fat income from private patients in the process, wrote television commentator Brian Inglis recently in the *Daily Telegraph* magazine.

The Pharmaceutical Society of Great Britain's recommendation that chemists should refuse to dispense amphetamine powder reflected a growing dissatisfaction among chemists at the sheer irresponsibility of much prescribing today, he wrote.

They rightly felt they knew a great deal more about drugs than the average general practitioner, who had usually had only rudimentary pharmacology training.

Pharmacologists now believed there was no occasion for a doctor to prescribe amphetamines, because their therapeutic value was marginal compared to the harm they could do.

Despite the fact that nowadays there were many dangerous drugs, the right of the individual doctor to prescribe them as he thought fit was still clung to as sacrosanct.

## Claims for injuries

Almost a quarter of the claims on the Chemists' Defence Association in 1968 related to injuries to customers or damage to their property through minor defects of premises.

Reporting that to the recent annual meeting, Mr J. Reed, chairman, said that sound maintenance of property and furnishings was the only way to avoid being held to have been negligent and in breach of "common duty of care" to visitors under the Occupiers' Liability Act.

More than 10 per cent of the claims concerned minor damage from leaking containers, or from assistants spilling the contents of bottles. Some of the claims might have been avoided if, as standard practice, staff checked closures, wherever possible, before handing over purchases to customers.

As in past years claims arising from the dispensing of prescriptions were few. Even so, similar types of errors occur each year through confusion between similar product names,

supply of the wrong strength of product, mislabelling and the transposition of labels, Mr Reed reported.

Despite a smaller overall income the accounts showed a larger surplus than in the previous year. The fall in income was due to a non-recurring item of interest in 1967.

## Uncertain future for some soaps

Sales of toilet soaps at £26.5 million in 1968 showed an increase on the value over previous years, but the increase was largely a result of price rises, states a recent report.

The top brands, Lux, Palmolive, Camay and Lifebuoy, little affected by the strong competition, are said to hold almost exactly the same shares of the market as four years ago, despite the launching of Fairy toilet soap, which at the end of 1968 established itself as clear brand leader.

Cussons' Imperial Leather has also increased its share to near that of the leaders, but other brands "have suffered badly." Low prices — mainly retailers' own brands — or quality soaps made by specialist manufacturers, are the only factors which can ensure the continuance of smaller brands.

The market for toilet soaps is described in a report in the August issue of *Retail Business*, No. 138.

## Penicillin unit 'obsolete'

Reasons for the international unit of penicillin being discontinued in 1968 are explained by J. W. Lightbown of the National Institute for Medical Research in the July edition of *WHO Chronicle*.

Following the precedents set by several vitamins and steroid hormones, the fact that benzylpenicillin can now be obtained in a pure state and can, therefore, be controlled by chemical and physical tests, has made its biological control obsolete.

As a result of techniques which became available to routine analytical control laboratories, the second edition of the International Pharmacopoeia defined the purity of benzylpenicillin sodium and potassium in terms of chemical and physical tests.

That was also a consequence of the development of semi-synthetic penicillins which it was unnecessary to define in terms of international units of activity.



## Shopkeepers urged to use shillings

"Don't use two sixpences where one shilling will do" is the advice to retailers in the Decimal Currency Board's newsletter of August 15. This follows research findings that no less than one-third of the 2,000 million sixpences in circulation are being used in pairs — that is, where shillings would do equally well or better.

The phased withdrawal of half-crowns is creating increased demand for other coins, adds the newsletter. Rather than draw sixpences from the banks to fill the gap, the board suggest that more shillings and florins should be used. As 5p and 10p those two coins will be a permanent part of the new system. There is much to be said for staff beginning now to accustom themselves to doing without the sixpence.

## Pesticide safety

When considering the evidence of adverse effects of pesticides on wild life, the enormous benefits they have brought to humanity should not be forgotten said Dr M. G. Candau, the World Health Organisation director-general, in his statement to the 22nd World Health Assembly.

"DDT has been instrumental in controlling some of the most important vector-borne diseases of man; the concept of malaria eradication rests completely on its continued use. The record of safety of DDT to man has been outstanding during the past 20 years and its low cost makes it irreplaceable in public health at the present time. Limitations on its use would give rise to grave problems in the majority of developing countries."

Dr Candau said also that WHO was engaged in a search for compounds that might take the place of the chlorinated hydrocarbons in public health. "There is every possibility that effective, non-persistent and economically feasible substitutes will be found."

"I hope that restrictions applied to the use of DDT because of its effects on wild life in some parts of the world where insect-borne diseases are rare will not lead to similar and unjustifiable measures in countries where these diseases are of paramount importance."

New guidance for doctors on the toxicity of agricultural and horticultural chemicals has been published by the Department of Health.

Issued in the form of a loose-leaf booklet, "Poisonous Chemicals used on Farms and Gardens" it has been prepared jointly by the medical panel of the Advisory Committee on Pesticides and other Toxic Chemicals and the toxicological committee of the Association of British Manufacturers of Agricultural Chemicals.

The booklet supersedes "Poisonous Chemicals on the Farm."

The draft common names listed below are being circulated by the British Standards Institution with a view to their adoption as ISO recommended common names and B.S. common names.

Comments on the proposals should be addressed to D. G. Berry, British Standards Institution, 2 Park Street, London, W 1.

Common name in bold type:

### Allylcarb

4-diallylamino-3,5-xylyl  
N-methylcarbamate

### Benzadox

benzamido-oxyacetic acid

### Dimethazon

4,5-dimethoxy-2-phenyl-3-pyridazine

### Flumezin

2-methyl-4-(3-trifluoromethyl-phenyl-tetrahydro-1,2,4-oxadiazine-3,5-dione

### Haloxydine

3,5-dichloro-2,6-difluoro-4-hydroxypyridine

### Kelevan

ethyl 5-(1,1a,3,3a,4,5,5a,5b,6-decachloro-octahydro-2-hydroxy-1,3,4-metheno-H-cyclobuta[cd]pentalen-2-yl) levulinate

### Propargil

prop-2-ynyl 2-(4-*t*-butylphenoxy) cyclohexyl sulphite

### Tridemorph

2,6-dimethyl-4-tridecylmorpholine

## Courses for businessmen

Language courses for individual businessmen in Nottingham are described in the summer edition of *On Course*, the Department of Education and Science's quarterly technical education journal. For a fixed sum businessmen can buy from Clarendon College of Further Education, tickets for 15 hourly tutorials and 60 half hourly sessions in the language laboratory.

The "telelang" scheme, as it is called, provides language courses for local executives in Portuguese, Norwegian, Danish and Dutch as well as the more usual European languages.

## Fluorides 'just delay decay'

Fluorides do not prevent dental decay but at the most delay its onset for a time — that is the National Pure Water Association's interpretation of the recent Government report on fluoridation.

The report is *Fluoridation Studies in the United Kingdom and the Results Achieved after 11 years*, (C&D, July 19 p 46).

The association argues that the Ministry of Health had admitted dental decay was not caused by absence of fluoride from the water supply. The cause was wrong feeding habits.

It followed that fluoridation was simply a compulsory mass medication. This was objectionable in itself, but was doubly obnoxious when it was known that even fluorides in small doses were cumulative poisons whose long-term effects usually manifested after 40 years or more.

## Variable payroll tax suggested

Small firms that want to expand suffer most from the "unpredictable" workings of the industrial development certificate system, says Mr F. Knox, an economist, in a booklet *Take a New Look at Industrial Development Certificates*. He claims there is an unanswerable case for replacing the present i.d.c. system by a regionally-varied payroll tax.

"The present system," he says, "bears mainly on firms

that want to expand, which by definition are firms that are more efficient than the average. A payroll tax would bear equally on all firms in the regions in which it applied." Moreover, a variable payroll tax would affect service as well as manufacturing industry. In spite of the selective employment tax, the service sector of the labour force is likely to expand much more rapidly than the manufacturing sector and a payroll tax applying impartially to both sectors would, if regionally varied, lead to increased service employment in the development areas.

The booklet is published by Aims of Industry, 5 Plough Place, Fetter Lane, London EC 4 (price 2s 6d).

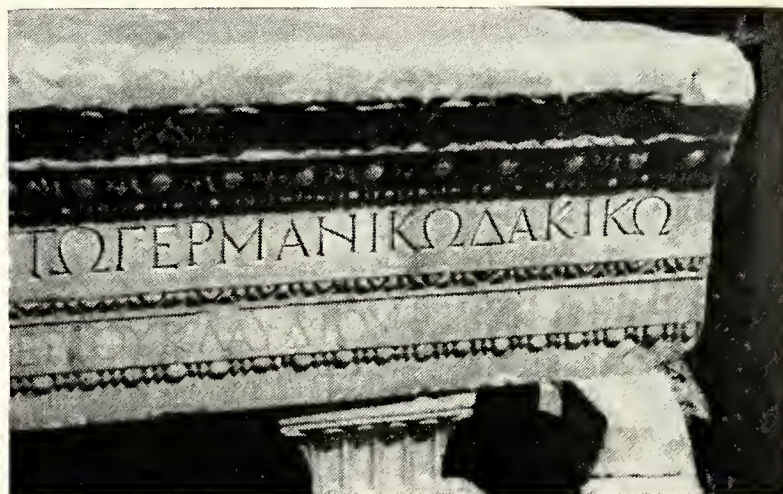
## Firm Inquiry's chairman

Mr John Bolton is chairman of the Government Committee of Inquiry into the rôle and problems of small firms. He is chairman of Growth Capital Ltd and former chairman of the council of the British Institute of Management.

President of the Board of Trade, Mr Anthony Crosland, announced the appointment and the committee membership in Parliament recently.

He said the Committee would examine the profitability of small firms and the availability of finance. Special functions of small firms, as innovators and specialist suppliers for example, would also be studied.

The complete report might be available within a year.



## Kodaks in Ancient Greece?

During a recent European trip as consultants for Eastman Kodak Co's military exchange programme, Jim Geater and Hugh Reinhard discovered, on an ancient frieze in the ruins at Ephesus, the word KODAK apparently spelled out in Greek letters—see picture above. In reality the KO syllable was at the end of the word Germaniko (Germanic) and the DAK commenced the word Dakiko (Dacian).



## Life too often ends at 45 -health report

Latest OHE Report, "The Age of Maturity," brings out clearly the fact that the age group 45-64 has not benefited from medical progress to anything like the extent of the younger age groups.

Too often the period is one in which life prematurely ends. A current "bulge" in the group of the population is expected to have disappeared by the year 2001.

### More men die

In the 45 to 49 age group there are 104 women living for every 100 men; in the 60 to 64 age group 115 women to 100 men. The greater mortality suffered by males starts to become significant as the degenerative diseases rapidly increase, and becomes even more marked in the older age groups.

A continuous decline in mortality since the end of the nineteenth century has been smaller the older the group.

In terms of reduced mortality, young adults and children have obtained more benefit from improving public health services, advances in medical diagnosis and treatment and the chemotherapeutic revolution than other sections of the community.

### Mortality increases

There have been increases in mortality from causes that become preponderant towards middle age, particularly coronary heart disease and lung cancer. Most significant have been the lower mortality from tuberculosis and the higher mortality from lung cancer among both sexes, and the higher mortality rates for heart disease among men. For males, heart disease is now the largest cause of death; for females, cancer.

All the evidence points to a considerable increase in mortality from heart disease involving the coronary arteries, which among middle aged men is now by far the largest single cause of death.

Factors associated with increased risk of falling victim to coronary heart disease include hypertension, cigarette smoking, excess weight and inactivity, stress and high blood cholesterol level.

Advances in means to control hypertension can only save the lives of a small minority of

sufferers from heart disease. Only half of all patients survive their first heart attack, and the majority of those who die do so within an hour. Thus for a large proportion there is unlikely to be sufficient time for curative measures to be applied. That argues strongly for greater efforts in developing preventive and prophylactic measures to combat this growing epidemic.

While in 1967, 39 per cent of all female deaths in the 45 to 64 age group (2,800 deaths per million living) were caused by cancer, for men, the figure was 29 per cent.

In cancer of the lung the most significant feature was the difference between the rates for men and for women. For middle aged men mortality increased rapidly up to the end of the last decade and then levelled off.

## Scots chemists earn £17,094,000

Chemists in Scotland received £2,789,000 in dispensing fees during the year 1967-68. £11,610,000 was received for cost of ingredients and appliances, £2,027,000 as oncost allowance, £226,000 container allowance and £8,000 for rota fees.

"Arrears of payment following arbitration award" totalled £434,000, making a total payment to pharmacists of £17,094,000.

Included in that figure is £77,643 paid to pharmacists for dispensing hospital out-patient prescriptions.

The summarised accounts published by the Department of Health also reveal that the following payments were made in respect of "provision of services at health centre": Pharmacists' salaries and superannuation contributions £3,925, cost of drugs and appliances £21,934.

Total cost of the pharmaceutical services was £17,490,796 and that of the general medical services £13,181,098. In the accounts there is an item "receipts from drug manufacturers—£23,550."

An analysis of the average cost per week of maintaining an in-patient shows that, of the net cost of £42 12s 7d, pharmacy costs are £3 10s 6d.

A summary of the regional hospital boards expenses shows that pharmacy departments were responsible for spending £5,455,319 or 6.9 per cent of the hospital running expenses.

## Big grants for computer development

The Science Research Council and the Ministry of Technology are co-operating to finance the development of a sophisticated multi-access computer system for on-line use with chemical instruments.

The Science Research Council, following recommendations from its University Science and Technology Board's Chemistry Committee, has made a grant of £59,000 to Professor G. Allen and Mr R. F. Warren of Manchester University to provide the hardware.

The software for the system will be developed by Computer Technology Ltd, makers of Modular One, the computing system being used for this application, under a Ministry of Technology contract.

The Analytical Research and Development Unit of the Atomic Energy Research Establishment, Harwell, has been engaged by Computer Technology to act as consultants on the overall development.

The Council and the Ministry set up a joint Working Party, chaired by Professor R. Mason of Sheffield University, which investigated the likely demand.

Initially the computer will be used as a data-collecting and -processing unit for mass spectrometry, nuclear magnetic resonance and gas chromatography.

It will be extended later to provide on-line control, and to cater for other techniques.

It is intended that the system will be standardised for use in other laboratories and that the range of associated instruments will be extended.

**Computers — a guide in plain language: pages 119-20**

## Insect repellents 'work well'

All seven insect repellents tested by *Which?* worked well when the amount stated in the instructions was used.

The August issue of the magazine states that used thus the repellents successfully held off a cageful of unfed female mosquitoes for about six hours or so when volunteers exposed naked flesh to them.

When "much less" repellent was used (the same amount for each variety) the effect lasted only between two and three hours. In neither test was there

any significant difference between varieties, and the cheapest are selected as good value for money. They are Mylol liquid and cream (Boots), Secto aerosol and Flypel cream.

*Which?* has also examined 11 models of sunglasses including two in metal and plastic frames available from Woolworth's. On the basis of optical quality, ultra-violet protection, scratch resistance and quality of case the Polaroid 222 and 642 models and the Woolworth's model with plastic frame are selected as good value for money.

The Woolworth's model is selected mainly on the score of cheapness. The glasses scratched more easily than the Polaroid glasses and would not protect against snow-blindness. The Woolworth case was one of the two judged to give best protection to the glasses.

## US report

### Civil suit filed against Fisons

The Justice Department filed a civil suit in Chicago recently against Fisons Ltd, its subsidiary Fison Pharmaceuticals Ltd and its US licensees Colgate-Palmolive, Armour & Co and American Home Products accusing them of having too tight a grip on the manufacture and sale of iron dextran.

## Ulster report

**Prescriptions dispensed** in Northern Ireland during April numbered 813,507 (526,882 forms). Total cost was £593,676, an average of 151.15d per prescription.

## Irish news

**Two pharmacists** have opened up on their own in Dublin this month.

Commandant Bernard J. Anderson, who has resigned from the Army, has acquired the pharmaceutical practice of Dr R. McAuliffe, MPSI, BDS, in Crumlin village, Dublin. Commandant Anderson was chief pharmacist in the Army Medical Corps since 1956.

Mr Anthony Walsh, MPSI, Roscrea, is to open a pharmacy in the new shopping centre at Butterfield Avenue, Rathfarnham, Dublin.



## NEWS IN BRIEF

□ The Export Licensing Branch of the Board of Trade is now at Broadway Buildings, 54 Broadway, London SW 1 (telephone: 01-222 7877).

□ The National Association of Women Pharmacists are holding a conference week sherry party in the senior common room, Stranmillis House, Stranmillis College, Belfast, at 9 p.m. on September 4.

□ Information about the Board of Trade's powers and their procedure and approach in considering particular mergers is given in a recent publication *Mergers: A Guide to Board of Trade Practice* available from HM Stationery Office 7s 6d.

□ A Home Office report issued on August 5 shows that 2,240 addicts are "on heroin" compared with 1,299 in the previous year. Convictions concerned with Dangerous Drugs rose by 40 per cent to 4,836 and there were 2,957 convictions for misuse of drugs such as amphetamines and hallucinogens in 1968.

□ An analysis of the first 1,000 persons examined at the mobile health clinic operated by the London Borough of Southwark showed that 93.3 per cent had some abnormality. The greatest disabilities were vision defects 36.6 per cent, overweight 28.4 per cent, digestive disorders 21.8 per cent. Gynaecological disorders in women were 34.5 per cent.

## SPORT

**GOLF:** London Chemists Society, July 23, S. Herts G.C.: Captain prize, R. H. Davies (12) net 66; Squibb centennial trophy, J. A. Bennett (13) net 72; Savory and Moore Cup, J. G. Evans (16) 34 points; visitors prize, A. Hart (22) 36 points.

**GOLF:** London Chemists' Society meeting, July 30 at Porters Park Club, Morny Cup, Glynne Roberts 11, net 70; Gibbs tankard, B. A. Orman 17, 33 points; visitors prize, G. Tompkins, handicapped 17, 38 points.

**GOLF:** Irish Chemists' Society, July 24, the Castle, Dublin; Class A, J. J. Dawson (14), 40; A. Walshe (12) 39; C. J. Staunton (8) 38; Class B, M. O'Shaughnessy (17) 37; J. Kennedy (15) 36; E. Rogers (15) 35. Next outing: Royal Dublin August 7.

**GOLF:** South London and Surrey Pharmacists Society, Walton Heath, July 23, Verona Trophy: P. Power (16) 43; G. Roberts (13) 42; M. Lewis (9) 40; 17 and under, A. Reary (8) 40; 18 and over, D. I. Hobern (19) 36; Special, G. Jamieson (29) 35; 1st nine, S. M. Hutchinson (11) 18; 2nd nine, C. J. Martin (9) 20.

**GOLF:** Edinburgh club, July 7, Kilspindie all day, morning round, Crooke's trophy, G. E. Allan 71 (10) 61; July trophy, J. Liddell 87 (24) 63; best scratch, G. W. Allan 73. Section one, A. E. Graham 74 (8) 66; two, J. White 84 (21) 63.

Afternoon round: Yardley prize, J. Liddell. July 16, Gullane No. 2: Rainey Brown medal, C. R. Hannan 75 (9) 66; best scratch, J. Leckie 72. Section one, J. Ferguson 79 (8) 71; two, R. R. Jeffrey 87 (19) 68.

July 23, Monktonhall, Thornton and Ross prize: J. H. H. Groat 74 (5) 69, best scratch, C. F. Ireland 81. Section one, J. Ferguson 83 (8) 75; two, T. Ewing 89 (16) 73.

## The Xrayser column

### Counter clerical work

That there are still problems in the claiming of exemption from prescription charges is evident from the report of a meeting of the Central NHS (Chemist Contractors) Committee (*C&D*, August 2, p 90). As one member put it: "Do you spend thirty seconds completing the declaration yourself, or five minutes in explaining to each patient how to fill it in?" Many people come direct to the pharmacy from the doctor's consulting room and there is no provision for the necessary clerical work at the doctor's. The pharmacy, then, becomes the obvious place for undertaking the complicated task of filling up the claim form.

In most cases, in my experience, the first request is for a pen, and I can readily understand the feelings of the pharmacist who complained to the committee. We have all been through the painful process, conscious of the fact that a large amount of work awaits our attention. Is it any wonder, then, that the soul cries out, like Lady Macbeth: "Infirm of purpose! Give me the writing instrument!" And the pharmacist completes the details demanded with his customary appearance of urbanity.

#### Assisting those in difficulty

But there are problems for those unaccustomed to governmental inquisition. There are problems for those lacking the Civil Service standard of education — for those nearly blind — for those whose condition makes writing a painful physical operation. I saw a form only the other day which the claimant had essayed at home before coming to the pharmacy. It bore, in large scrawling capitals, only his Christian name and nothing else. How long he had spent on it I have no means of knowing, or the anguish it must have cost him. Yet there is not a pharmacist who would not willingly come to the assistance of those in difficulty.

For those making a claim for exemption, the pitfalls are numerous, and as I pointed out recently a vigilant body examines such claims and takes steps to recover the prescription levy if it has been wrongly claimed. From time to time figures are published indicating the extent of investigation, together with the amount recovered. In the House of Commons on July 16 Mr B. Millan announced that from the time prescription charges were reintroduced, to May 31 of this year — a period of about one year — charges recovered from patients who had incorrectly claimed exemption amounted to £165. The equivalent of about five officers and eleven clerical staff was employed full-time checking entitlement to exemptions. ("About" is, I feel, most informative.) But it does not seem to have occurred to those in charge that there is another side, and I have seen no figures of any kind relating to the number of people who, though entitled to exemption, have, through ignorance, omitted to claim. Should not about five officers and eleven clerical staff be employed full-time to ensure that justice is done on the other side of the ledger? Commendable as it may be to recover £165, is the satisfaction not rendered less complete by the thought that money may be received to which there is no entitlement?

#### The split personality of the Conference

The proposals for reorganisation of the British Pharmaceutical Conference should go some way toward unifying what has been something of a split personality for some time. As one whose involvement has been at Local Committee level, I would question the statement that experience gained annually in organising each conference is largely lost. Conditions in each venue are so dissimilar that I would very much doubt whether the lessons learned in Basingstoke are applicable to Much Wenlock. That is precisely the value of the Local Committee and the reason for its enthusiasm.



## ADVERTISER'S ANNOUNCEMENT

**SANGERS LIMITED****SUBSTANTIALLY  
INCREASED  
SALES**

The 40th annual general meeting of Sangers Limited was held on July 31 in London, Mr. Lawrence A. Renshell, the Chairman, presiding.

The following is an extract from his statement for the year ended 28th February, 1969:

I am again pleased to report that a record Group net profit of £637,379 before taxation, has been earned, compared with £536,468 for the previous year, being an increase of £100,911.

This higher profit has been achieved despite continuous increase in costs and has been only possible because of greater efficiency in operating and a substantial increase in sales of £2,315,000 for the year, making a total of £20,545,000, an increase of 12½ per cent. over the previous year.

**General Review.** The year under review has, again, been a good one for the Sangers Group. The increased turnover obtained with substantially the same number of branches reflects the high standard of service which we are giving to our customers, despite low fixed gross profit margins and increased costs of operation.

In line with our policy of controlled expansion, we opened a new warehouse near Southampton in September last. We also intend to open two more warehouses during the current year.

**Our Customers.** We sell only to retail pharmacists and our stocks are based upon products of all reputable manufacturers. The sales of many of these products are backed by national advertising.

The interests of our customers and ourselves are identical in that we supply the best of goods coupled with a speedy, reliable and friendly service at all times and thus assure the growth and prosperity of the independent trader in the face of all other opposition.

We thank you all for your continued support. It is you who largely provide the comprehensive, and above all, the personal service to the public on which the National Health Service is so securely founded.

**Conclusion.** In common with all industry, operating expenses continually rise and taxation in all its forms is an increasing drain on every business. We have surmounted these problems in the past and hope to do so in the future. Our legislators do not help or appear to have the desire to do so.

For the sake of record, the most unfair and punitive Selective Employment Tax will next year cost us £130,000 being a further increase of £30,000.

We are proud of our organisation which provides a vital service by the most economical form of distribution to retail pharmacists throughout the country, who, in their turn, serve the community with efficiency.

Sales for the three months to the end of May show an increase and provided that this is maintained and no further restrictions are imposed by the Government, our progress should continue and I hope that our results for the current year will show a further improvement.

**COMPANY  
NEWS****Reorganisation of  
Unichem  
given go-ahead**

The extraordinary general meeting called by Unichem Ltd to consider the board's recently announced proposals to convert the company into a Friendly Society (*C & D*, May 31, p 495) was held in three parts on July 30. The first, at 2.15 was open only to holders of loan notes of the company. The chairman, Mr J. Howard Evans, put the resolution, and the managing director, Mr E. G. Smith, seconded.

From the floor, Mr H. Seers, Leatherhead, asked whether the board was happy to be taking over at par value notes subscribed for over 30 years ago and paying interest on them at only 1 per cent above Bank Rate. Had the board not visualised the situation of a holder of loan notes being unable to find the £400 deposit for a subscription and being unable to use his loan notes as shares in the Friendly Society?

Could it not be made possible for such a shareholder to use his notes as stock?

The chairman replied that the board had taken sound advice and were content to make the exchange on the basis put forward. At today's rate that would give the holder an interest of 9 per cent.

To effect a transfer of existing notes into shares was not possible. The vote went in favour of the resolution by four votes to one.

There was a long wait till the advertised time of the next part of the meeting which was for holders of the 6 per cent cumulative Preference shares. The resolution proposing their transfer was again put by the chairman and seconded by the managing director.

Mr Sears was told, in reply to a question, that everything would be dependent on acceptance of the scheme by the Ordinary shareholders. Again there was one vote against.

The Ordinary shareholders were given their turn at 3.15. Mr. Sears then rose to make a vehemently worded, if quietly presented, protest at the treatment of those shareholders who had had money invested in the company for over thirty years.

The proposals ranked the debased £ of 1969, he said, with the £ of 1938. They had all the appearance of putting sizeable assets in the hands of a management not distinguished for its dynamic efficiency.

He proposed, as an amendment to the resolution, that a shareholders' committee should be formed to examine the pro-

posals fully in the light of their own interests.

Mr T. R. Gover, Walton on the Hill, who seconded Mr Sears' motion, claimed that in 30 years each £100 on invested capital would have been expected to earn £750, in contrast to the £100 offered. He would have been happier with a normal commercial venture with prospects of capital growth. The chairman ruled that no amendment to the resolution was admissible. When the resolution was put only three hands were raised against it.

A condensed report of the meeting was published in last week's *C & D* (August 2, p 89).

**UCAL's profit improves**

Results of United Chemists' Association Ltd for the year ended March 31 show an improved profit of £24,273 (against £18,067 in 1968 and £6,519 in 1967). After increased tax the profit works out at £13,900 (£13,118 in 1968).

The directors are recommending that one year's preference dividend be paid now and hope to pay a further year's dividend during the present financial year. If that materialises the payment on the Preference shares, at one time three years in arrears, will be up to date. Group turnover of £1,159,584 (£1,154,876) included exports of £43,377.

The changeover to a complete metric system will cost the company approximately £4,000, states the chairman, Mr. F. L. Dent, MPS.

**Sangers maintain their  
increased sales**

In the four months to the end of June, sales of Sangers Ltd show an increase of 12½ per cent which is the same rate of increase achieved for the previous year. Shareholders at the annual meeting on July 31 were given that information by the chairman, Mr L. A. Renshell. He also mentioned that the sale of their Euston Road premises at a price they "could not have hoped for in previous years" had made the company completely liquid in funds available for expansion.

**London headquarters  
for Reckitt & Colman**

Reckitt & Colman Ltd will transfer their group headquarters from Hull to central London during the middle of 1970. The London head office will be small, with a total staff of less than forty. The move is to avoid senior directors and executives spending an increasing part of their working week travelling between Hull and London. With the reorganisation of the United Kingdom activities into product divisions, the household and pharmaceutical divisions will be based in Hull, the food division in Norwich and the toiletries division in Derby.

The premises of **R. Sumner & Co Ltd**, and **Clay & Abraham Ltd**, at 40 Hanover Street, Liverpool, have been closed. All communications should be addressed to Westhoughton, Bolton, Lancs (tel: Westhoughton 2511).



## Business briefly

**Sanitas Trust Ltd** are considering changing their name to Carlton Industries Ltd.

**Vestric Ltd** are closing down their Sunbury-on-Thames branch in the autumn.

**J. M. D. Jones, MPS**, 269 Drake Street, Rochdale, Lancs, is closing down as from August 9.

**Jaynox Ltd**, have formed an executive board, comprising: Messrs D. L. Harris (chairman), A. J. Davey (secretary), F. P. Ansell, W. Dissage and J. P. Baseley.

**Mr A. O. Bond, MPS**, has opened a pharmacy in High Street, Glastonbury, Somerset, where for the past four years he has managed the Market Place business owned by his father, Mr J. O. Bond, MPS.

**Mr M. J. How, MPS**, is the recently appointed production manager of Inter-Alia Pharmaceutical Services Ltd [Corrected note.]

**Polaroid Corporation:** Net earnings in the second quarter after taxes for the US company were \$16.96m. (against \$14.54m. in the same quarter of 1968) from sales of \$123.17m. (\$100.35m.). In addition, non-consolidated wholly-owned non-US subsidiaries of the company reported second-quarter net earnings aggregating \$2.34m. (\$1.13m.) on sales of \$19.39m. (14.36m.).

**Imperial Chemical Industries Ltd's** pharmaceutical division will expand its medical department by the formation of a clinical research department with Dr C. C. Downie as manager. The remainder of the medical department will continue under its present manager, Dr K. G. Green, as the medical services department.

**J. Bibby & Sons Ltd** have declared an interim dividend of  $2\frac{1}{2}$  per cent (compared with  $2\frac{1}{4}$  per cent 1968). Group profits before tax are reported at £900,000 (£8,193,000). The chairman, Mr H. Mason Bibby, makes the point in his half year statement that the 1968 figure "was an exception because of temporary devaluation benefits".

**Laporte Industries (Holdings) Ltd:** In the past three months of the current trading year, sales are up compared with that of the same period of 1968 while profit before tax after allowing for increased interest charges is approximately the same. The second half of the year usually yields higher profits than the first, states the Chairman, Lord Hill.

**Dow Chemical Co Ltd**, is the new name for the British operation formerly known as Dow Chemical Co (UK) Ltd. The name change is part of an internal reorganisation in which the businesses of Dow Chemical Co (UK) Ltd and Distrene Ltd are being merged to continue under the name of Dow Chemical Co Ltd. Following the merger, Dow Chemical Company (UK) Ltd will be dissolved.

## PEOPLE

**Mr G. W. Muir**, who was appointed general manager of Goodwin Storefitters Ltd in January, following the retirement of Mr A. J. Goodwin, has now been appointed managing director of that company and of its associated companies, Contalex Lighting Ltd, and Metal Techniques Ltd. Mr Muir has been a director of Goodwin Storefitters Ltd for ten years.

**Mr Kendrick Williams, MPS**, Liverpool, formerly manager of the pharmaceutical department of the Cunard Steam Ship Co, has retired after 30 years service with that company. He joined Cunard as manager of the department in 1939 but in the early 1950s when it ceased to exist, he became manager of the cost inquiry department. He became assistant secretary in August 1964 and moved to London when the company's head office was transferred from Liverpool in January 1968.

**Jared Edwards**, 78, Newport, Mon, has just celebrated his golden jubilee in business, having taken over his business at 90 Chepstow Road, on July 27, 1919.

His career started in Carmarthen, where he became apprenticed to a local pharmacist and after three years went to the South of England College of Pharmacy where he qualified 55 years ago. He is past president of the Monmouthshire and Newport Branch of the Pharmaceutical Society and a member of the advisory committee of the Welsh College of Pharmacy. He has been a member of the local pharmaceutical committee for 44 years and was its chairman 1951-54. Mr Edwards



Mr G. W. Muir

was designated a Fellow of the Pharmaceutical Society.

In 1946, Mr Edwards' younger son Alun joined him in the business and served his apprenticeship under his father. Mr Edwards senior still puts a full day in at the business.

**Mr R. N. Spafford**, president of the Pharmaceutical Association of Australia and his wife have been holidaying in Devon and Cornwall recently visiting the area where their grandparents emigrated from 150 years ago. While in Plymouth Mr Spafford paid an official call on the Lord Mayor. Accompanying Mr Spafford were Mrs Spafford, Mr Mervyn Madge and Mr D. Millington (chairman of the Plymouth branch).

**John Wyeth & Brothers Ltd** have augmented their former research and development division to include clinical investigation, quality control and fine chemical manufacturing activities, etc. This has resulted in the formation of a new technical division the director of which is Dr E. T. Borrows. Other appointments created are: Dr J. F. Cavalla, associate research director for chemistry; Mr F. J. Caygill, manager, fine chemical manufacture and process development; Dr E. N. Morgan, administration manager; Dr D. J. Richards, associate medical director; Mr R. E. Shimmin, manager, product development; Mr J. Gordon-Smith, associate director for control laboratories; and Dr A. B. Wilson, associate research director, pharmacology.

## Deaths

**Allshire:** On July 30 Mr Benjamin Ralph Allshire, MPSI, Howth, co Dublin. Mr Allshire qualified in 1907. He conducted his own pharmacy in Glasnevin, Dublin, for many years, and when he retired his son, Arthur, took over.

**Bargery:** On July 23, Percival Edward James Bargery, MPS, 76 Wey Hill, Haslemere, Surrey. Mr Bargery qualified in 1925 and had been in business in Haslemere for the past 25 years.

## Appointments

**Kimberly-Clark Ltd** have appointed Mr John Klue their product manager for toilet tissues.

**Ayrton, Saunders (Midland) Ltd** have appointed R. Horsfield, MPS, to the board.

**Trentham Laboratories H.T.L. (Nottingham) Ltd**, have appointed Mr R. S. Clapton to the board. Mr Clapton was previously sales manager, E. C. De Witt & Co Ltd.

**Roger & Gallet Ltd** have appointed the following sales representatives: Messrs Sean Sexton, Gordon King (for the West Country and Wales) and E. Juniper (Midlands and the North Country).

**Carlo Erba (UK) Ltd** have appointed H. L. Clarke south-eastern area manager.

New representatives are M. F. Chalk and Miss C. B. Entwisle, Manchester; F. R. Leeke, Leeds and York; H. I. Moores, SE London; Miss C. M. Morelli, NW London; Mrs D. I. Raine, Sheffield; Miss P. M. Seaton, Devon and Cornwall; and J. A. Thompson, Glasgow.



# NHS report for 1968 by Ministry

Commenting on the fall in the number of prescriptions following the reintroduction of prescription charges in 1968 (see *C&D* August 2) the annual report of the Department of Health & Social Security (HM Stationery Office, price £2) states that two independent factors may have played a part in both the fall in the number of prescriptions and the acceleration of the increase in their average net ingredient cost.

"There seems to have been a decline in the prescribing of some of the cheaper remedies—a factor in this may be decisions by patients to buy some of the commoner household remedies and dressings across the counter" and doctors may be prescribing some preparations in larger quantities but at less frequent intervals, particularly for patients not entitled to exemption. There was insufficient information to permit measurement of those possible factors.

## Price reductions

The report also states the third annual review of prices in the Voluntary Price Regulation Scheme, was completed during 1968. The prices of preparations accounting for about 99 per cent of the ingredient cost of proprietary products came under review. In the year ended September 30, 1968, price reductions with an estimated value of about £3.5 million were made, of which £2.3 million resulted directly or indirectly from the Scheme, and in addition cash rebates of over £0.5 million were received.

A table classifying hospital staff shows that on September 30, 1967 1,439 pharmacists and 1,455 pharmacy technicians were employed, and a year later the figures were 1,483 and 1,296.

More in-patients were treated the total being over 5 million and on capital account over £90 million was spent in terms of advances to Hospital Boards.

## CHEMIST CONTRACTORS'

### ESTABLISHMENTS:

#### SIZE GROUP DISTRIBUTION IN 1966

Size Group (Annual Number of N.H.S. Prescriptions)	Number of Establishments
Less than 6,000	596
6,000 – 11,999	2,154
12,000 – 17,999	2,711
18,000 – 23,999	2,175
24,000 – 29,999	1,515
30,000 – 35,999	983
36,000 – 41,999	656
42,000 – 47,999	359
48,000 – 53,999	214
54,000 – 59,999	156
60,000 – 71,999	168
72,000 – 83,999	65
84,000 – 95,999	25
96,000 – 107,999	17
108,000 – 119,999	14
120,000 and over	21
<b>Total</b>	<b>11,829</b>

Includes only those chemists' establishments which dispensed prescriptions and were open for the whole year. Establishments which changed ownership during the year are included.

## PRESCRIPTION ANALYSIS BY THERAPEUTIC CLASS

	PRESCRIPTIONS		
	Number	Net ingredient cost Total	Average
	MILLIONS	£ MILLION	PENCE
All groups .. .. .	267.4	108.6	97
<b>Preparations acting on the alimentary system</b> ..	<b>21.7</b>	<b>6.2</b>	<b>68</b>
Antacids and antispasmodics .. .. .	10.5	2.8	64
Bitters, tonics and gastro-intestinal sedatives ..	4.5	1.1	61
Laxatives and purgatives, evacuant enemas and suppositories, other preparations acting locally on the rectum and anti-infective agents acting locally on the gastro-intestinal tract ..	6.8	2.3	80
<b>Preparations acting on the cardiovascular system and diuretics</b> .. .. .	<b>20.1</b>	<b>15.9</b>	<b>190</b>
Preparations acting on the heart .. .. .	4.6	1.3	70
Diuretics .. .. .	6.2	4.6	178
Anti-hypertensives .. .. .	4.4	6.6	360
Vasodilators, vasoconstrictors .. .. .	4.2	2.4	138
Anticoagulants and other preparations acting on the vascular system .. .. .	0.7	0.9	324
<b>Preparations acting on the lower respiratory system</b> ..	<b>29.2</b>	<b>7.4</b>	<b>61</b>
Expectorants and cough suppressants .. .. .	21.0	3.1	36
Preparations relaxing bronchial spasm .. .. .	7.9	3.6	108
Other preparations acting locally on the lower respiratory tract, respiratory stimulants and others .. .. .	0.3	0.7	605
<b>Preparations acting on the nervous system</b> .. .. .	<b>74.5</b>	<b>24.4</b>	<b>79</b>
Addictive analgesics .. .. .	1.0	0.2	55
Antipyretic analgesics .. .. .	18.9	3.8	48
Hypnotics (barbiturate) .. .. .	15.3	1.9	30
Hypnotics (non-barbiturate) .. .. .	5.8	1.8	77
Tranquillisers .. .. .	16.0	8.2	123
Antidepressants .. .. .	5.3	4.2	190
Stimulants and appetite suppressants .. .. .	3.9	1.5	93
Anticonvulsants, preparations used in Parkinsonism, cholinergic and neuromuscular-blocking drugs .. .. .	3.2	1.5	111
Local anaesthetics and counter-irritants .. .. .	3.9	0.6	36
Anti-emetics (other than preparations of unadmixed hyoscine salts) .. .. .	1.3	0.6	121
<b>Preparations acting on the genito-urinary system</b> ..	<b>2.0</b>	<b>0.6</b>	<b>76</b>
<b>Preparations acting systematically on infections</b> ..	<b>37.2</b>	<b>21.3</b>	<b>138</b>
Penicillins .. .. .	15.7	8.4	128
Tetracyclines .. .. .	12.9	6.4	119
Other antibiotics .. .. .	3.5	2.8	191
Sulphonamides .. .. .	2.7	0.8	71
Other anti-infective agents .. .. .	2.4	3.0	294
<b>Preparations affecting metabolism</b> .. .. .	<b>8.5</b>	<b>6.2</b>	<b>175</b>
Corticosteroids for systemic use .. .. .	2.3	1.8	189
Oestrogen-progestogen combinations .. .. .	0.8	0.4	130
Other sex hormone preparations .. .. .	2.2	1.0	101
Insulin and oral hypoglycaemics .. .. .	1.6	2.2	338
Thyroid, anti-thyroid and other preparations, including hormones affecting metabolism .. .. .	1.6	0.8	121
<b>Preparations affecting nutrition and blood</b> .. .. .	<b>14.6</b>	<b>3.9</b>	<b>64</b>
Iron and erythropoietic preparations .. .. .	7.5	2.0	65
Vitamins and vitamin preparations .. .. .	5.5	1.3	59
Other drugs affecting nutrition and blood .. .. .	1.6	0.5	79
<b>Preparations used in rheumatic diseases</b> .. .. .	<b>6.5</b>	<b>5.3</b>	<b>198</b>
<b>Preparations affecting allergic reactions</b> .. .. .	<b>7.0</b>	<b>1.8</b>	<b>62</b>
<b>Preparations acting on the ear, nose and oropharynx</b> ..	<b>9.0</b>	<b>1.4</b>	<b>37</b>
<b>Preparations acting on the eye</b> .. .. .	<b>3.9</b>	<b>0.9</b>	<b>54</b>
<b>Preparations acting on the skin and muco-cutaneous junctions</b> .. .. .	<b>18.7</b>	<b>7.3</b>	<b>94</b>
Antibacterial agents, fungicides .. .. .	2.7	0.7	63
Corticosteroid preparations acting on the skin .. .. .	10.4	5.4	125
Vehicles, sedatives, antiseptics and other preparations acting on the skin and muco-cutaneous junctions .. .. .	5.6	1.2	50
<b>Immunological preparations</b> .. .. .	<b>0.6</b>	<b>0.2</b>	<b>98</b>
<b>Other drugs and preparations (including individually formulated preparations)</b> .. .. .	<b>6.1</b>	<b>1.2</b>	<b>45</b>
<b>Dressings and appliances</b> .. .. .	<b>8.1</b>	<b>4.6</b>	<b>136</b>
Dressings .. .. .	5.9	1.8	74
Appliances .. .. .	1.0	0.8	201
Trusses .. .. .	0.1	0.1	285
Hosiery .. .. .	1.2	1.9	387

## PHARMACEUTICAL SERVICES EXPENDITURE, 1967-68

	£	£
1. Total gross payments to contractors .. .. .	147,880,287	
Less charges to patients .. .. .	8	147,880,279
Estimated breakdown of 1:		
(i) Cost of drugs and allowance for containers .. .. .	104,726,000	
(ii) On-cost allowance .. .. .	12,277,000	
(iii) Professional fees and rota payments .. .. .	30,877,000	
	147,880,000	
2. Medical practitioners:		
(i) Payments .. .. .	6,462,489	
(ii) Superannuation, etc.—Executive Councils' share .. .. .	254,808	
		6,717,297
3. Recoveries from local pharmaceutical committees .. .. .	Less	1,296
		£154,596,280



# COMMENT COMMENT COMMENT COMMENT COMMENT

## Computers and the Pharmacist

Pharmacists, because of their scientific training, rarely go headlong into a new scheme without first analysing the facts. A commendable virtue so long as the analysing is done and appropriate action is then taken.

Take for instance the applications of the computer. To many the use of the computer is reserved for sending men to the moon or at least for big business, the banks and perhaps the large wholesalers.

Certainly the "first generation" computers dating from 1946, which used thermionic valves, were large and expensive pieces of "hardware", but during the late 1950s transistors replaced valves and this not only considerably reduced their size and power consumption but cost.

These were the "second generation". Now there is a "third generation" in use which consist of several basic units or "modules" that can be assembled to meet an infinite number of needs. The trouble is perhaps that the computer is a young man's world but its developments are impinging more and more on everyone and soon none but one-man shops (if there are any left) will be able to ignore their potential. That some pharmacists in research are being tardy to accept the benefits that could be available to them is mentioned by Mr A. W. Patterson, senior lecturer, department of pharmacy, Heriot-Watt University, Edinburgh, in the first of a series of articles we are publishing on "Computers in Pharmacy and Medicine" on p 119. To quote: "Pharmacy is a para medical technology of great importance to many therapeutic procedures but so far the pharmacist has not embraced the new technology of computer science with as much enthusiasm as have many of his medical colleagues."

For those unfamiliar with the world of computers and its jargon. Mr Patterson's articles will provide, in everyday language, an introduction to this subject. The first of his articles outlines what a computer is, how it handles information and how it is "fed". Later articles will deal, among other things, with how computers are used in the National Health Service, in wholesaling, for information retrieval and in industry.

Although the computer may not yet be economical for very small businesses it soon will be an essential to efficient management now that commonplace adding machines and cash registers can prepare computer-readable paper tapes which can be fed directly into a computer for processing. Certainly buying time from a computer centre, although less expensive than previously, is still rather costly. Some time ago the National Pharmaceutical Union looked into the question of providing a package program for its members involving the central use of a computer but decided to take no further action for the time being since there was not a sufficient call for the service.

With so many business seminars being held up and down the country that position may soon change for there is evidence that more and more individuals are becoming statistically minded. Only the computer can provide those statistics swiftly enough to be of value and the cost of acquiring the information can be expected to fall as the demand for the service grows and competition becomes even keener between those who design and operate computers. In the present situation the frequently repeated quotation from the American magazine *Fortune* would seem extremely apposite: "A computer will become an indispensable part of your business or you will become a dispensable part of business."

## MEDICAL PRESS

### Lactation inhibition for quineestrol

The advantages of the long-acting oestrogen, quineestrol for inhibiting lactation are described in two papers in the August issue of *The Practitioner*.

The first paper describes a "small pilot trial" (100 patients) carried out at Queen Elizabeth II Hospital, Welwyn Garden City. Stilboestrol was found to be more effective in the short term if total absence of lactation was required but quineestrol was found to be significantly better in the long term. Follow up questionnaires were sent to patients at least six weeks after delivery. The author concludes that the better long term results and the advantage of a single dose treatment gives quineestrol the advantage. In the second paper, from Dryburn Hospital, Durham, a single dose of 4 mgm quineestrol was compared with the use of no treatment

at all. Two groups of fifty mothers took part in a double blind trial, receiving quineestrol or placebo. In 44 patients who received quineestrol the drug was found significantly superior to inert medication in its effect on breast consistency, comfort of the mother and incidence of leakage during the lying in period.

### Practolol is beneficial in heart treatment

Practolol (I.C.I. 50,172, Evaldin) seems a valuable addition to the antidysrhythmic agents used after myocardial infarction, according to workers at the Royal Postgraduate Medical School, London, W 12.

The drug proved especially beneficial in the management of supra-ventricular dysrhythmias associated with rapid heart-rate and haemodynamic deterioration. In fourteen such patients given the drug, a beneficial reduction was apparent, usually within five minutes of injection. In six of those patients sinus rhythm returned.

Seven out of eight patients with atrial fibrillation responded to practolol.

Practolol was also found effective in ventricular dysrhythmias. In nine of six-

teen patients with frequent extrasystoles significant suppression resulted for 30 minutes or more. Four had previously failed to respond to lignocaine. Five patients with lignocaine-resistant ventricular tachycardia reverted to sinus rhythm after practolol.

The authors suggest that more extensive comparison of the two drugs is needed to determine the value of practolol in lignocaine-resistant conditions. Side effects were uncommon and occurred in only two patients.

Practolol is said to be a cardio-selective  $\beta$  blocking drug with weak sympathomimetic properties. It has no unwanted effects on bronchial smooth muscle and the peripheral vascular bed. It lacks the local-anaesthetic or quinidine-like actions of propranolol and is thus not a myocardial depressant (*Lancet*, August 2).

## Contemporary themes

**$\beta$ -adrenergic receptor blockade.** Effects of, on airway conductance and lung volume in normal and asthmatic subjects. *British Medical Journal*, July 19, p 143.

**Dietary sugar and ischaemic heart disease.** *British Medical Journal*, July 19, p 145.



# LETTERS

## Dare to appear on TV

I believe that every practising member of this profession has a basic right to express his or her opinion on matters affecting the practice of pharmacy. It was on this premise that I appeared on BBC-TV's "24-Hours" to discuss the question of rural dispensing.

Whether or not I put up a good, bad or indifferent show is purely a matter of opinion. Everyone is entitled to their opinions.

What I fail to comprehend is what advancement to rural pharmacy in particular, or to the profession in general, certain of my critics hope to bring by their weekly display of petty jealousies in your columns. It is this type of behaviour that degrades our profession to outside readers.

If my critics have any real contribution to make to the advancement of our profession let them make it. If they feel that my presentation of rural pharmacy's case on television was inadequate, now is their chance to put matters right by appearing themselves.

So come on my friends, let us see what you want to do for your profession.

Stanley Blum  
London W 2

## Personal issue

Reading the letter of "Not one of them" (July 26, p 76) I am surprised to note he is making a personal issue of the matter, relative to Mr Lowther, and also, very parochially, when he refers to local branch affairs.

May I refute his statement, because Mr Lowther has been a very active member of the branch since he came out of the forces in 1948—he has been president and is the present chairman of the Local Pharmaceutical Committee.

I think I can speak with some degree of authority, as I had the honour and pleasure to be the secretary of both these committees for 25 years.

Do I note a hint here of jealousy? Mr Lowther at least had courage to sign his letters, and did not deign to use a *nom de plume*.

I was not aware that the Bolton branch was not considered an active one. Such a statement amazes me.

Winston Crumblehume,  
Bolton, Lancs.

## 'Weakness' of leaders

I am surprised at your correspondents taking exception to Mr Lowther's criticism of Mr Blum. Why not other Council members? asks one brave anonymous contributor.

The reason, I imagine, is simple. Here we have a group who stand, not as individuals but as members of the Chemists Action Group—"Action Group"—please

note, yet we find that their leader Mr Blum has apparently never spoken in Council.

Last month the Council debated the resolution carried at a special meeting of the Society by Messrs Millward and James. What did these gentlemen put forward in the way of constructive proposals to implement that resolution?

Those who support the Chemists' Action Group should be dismayed and disillusioned, not angry, when Mr Lowther exposes the dreadful weakness of their leaders.

L. S. Ray  
Jarrow, co Durham

## More and more aloof

It is a sad reflection upon the past members of the Pharmaceutical Society's Council when they vent their spleen upon the new members who have been chosen to represent those who troubled to vote at all. It is all the more tragic to read of an apparent vendetta upon one who felt impelled to promote an action group to try to create some sign of interest in the members who are now struggling for existence.

There is no doubt that the election of Action Group members to the Council is a sign that the rank and file seek some change of mood and direction of the activities of the leaders of the Council. Those who were displaced may have been unfortunate, but was it not because they did not stand up to the task that they had been elected for in the first place? What did they do for pharmacy? Or should it be why have we not been told what they did? We are now being asked for increased fees. Has the Society done anything really helpful for the backbone of its members, the retail pharmacists?

I. H. Williams  
London SW 16

## Point missed

Why does Mr Herdman (C&D, August 2, p 93) suggest that I am against hearing what our members of Council have to say? If he will read my letter again, he will see that my point was that the number of times a person speaks is not directly proportional to his usefulness. Quality of contribution is surely of greater importance than quantity. We have all suffered from those who must be heard even though they have nothing to say.

However, Mr Herdman raises an important point when he states that once a member is elected to Council little is heard of him until three years later.

Obviously the bulk of Council work is done in the various committees and as much that is said cannot be disclosed, fuller accounts of committee and Council meetings cannot be the complete answer. Some Council members are able to contribute because of their knowledge and stature in other fields. Some bring maturity and experience to the Council table, others bring youthfulness and a freshness of ideas and approach.

Considering the many criteria by which

the activities of members of Council can be compared, small wonder that it is not easy to differentiate between those of real value and those who are, to use Mr Herdman's word, "travellers".

Petty personal attacks on individual members of Council, such as we have recently witnessed from Mr Lowther (who as a one-time member himself ought to know better), is not the way to encourage those with something to offer the profession to give their time to serve it.

J. D. Tombs  
London N 18

## Vive la joie

I did not vote for Mr Millward last May. Next time he stands I will—especially will I vote for a man with a sense of humour.

M. E. James  
N. Quenby Ltd,  
Canvey Island, Essex

## Paucity of statistics

I regret to note that the National Pharmaceutical Union Executive have decided that it would not be in the best interests of pharmacy to co-operate with a market research organisation (C&D, July 26, p 75). Without knowing the particular scheme in question it is difficult to cavil at the recommendation but a blanket refusal to co-operate implied in the report is a different matter. Businesswise and professionally pharmacists have suffered from an almost total lack of statistics in the past and any attempt to right the situation should be encouraged.

B.W.N.

## Prescription poser

The pharmacist who submitted the following admitted it was legible but—?

Autovite  
100ml. vial.





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**Commercially**  
you want the best value  
**Cautiously**  
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Bendrofluazide tablets BP	<b>BERKOZIDE®</b> tablets	2.5 mg 5 mg	Containers of 100 & 1000 Containers of 100 & 1000
Imipramine tablets BP	<b>BERKOMINE®</b> tablets	10 mg 25 mg	Containers of 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	<b>BERKFURIN®</b> tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
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Erythromycin tablets BP	<b>ERYCEN*</b> tablets	250 mg	Containers of 100
Phenylbutazone tablets BP	<b>FLEXAZONE®</b> tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250
Tetracycline tablets BP	<b>TETRACHEL*</b> tablets " capsules	250 mg 250 mg	Containers of 100 & 1000 Containers of 100 & 500
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# COMPUTERS—A GUIDE IN PLAIN

The first of a series of articles by A W Patterson, senior lecturer, department of pharmacy, Heriot-Watt University, Edinburgh

Processing data in various ways has a long history, but the introduction of computers has opened up new horizons and the practitioners of many disciplines have learned and are learning the value of computer applications. Many things are now possible that were previously unattainable.

In the period before the development of the modern computer in the 1950s, punched card machines of various kinds were the principal means of data processing and automation was in its infancy.

Modern automated procedures are largely based on the use of computers and various areas of industry and commerce have used computers with great benefit; so also have medicine and several paramedical disciplines.

Pharmacy is a paramedical technology of great importance to many modern therapeutic procedures but so far pharmacists have not embraced the new technology of computer science with as much enthusiasm as have many of their medical colleagues.

At a period when many potent drugs are available their use is accompanied not only by great benefit but by many hazards. In processing data on the use of drugs and the side effects some of them produce, and in drug monitoring, the computer is an analytical tool of great utility. The pharmacist therefore should participate in such applications of computers in addition to becoming familiar with other research, industrial and commercial applications within pharmacy.

## Electronic Digital Computer

Computers unless of a very modest size are not a single machine but a system of electronic devices or "modules" linked together. Such a computer "configuration" consists essentially of five basic units of varying degrees of sophistication; input, output, control, logic or arithmetic, and memory store. Fig. 2.

The control unit, arithmetic unit and memory store together constitute the "central processor;" input and output devices are referred to as "peripheral units," which may be side by side with the central processor or some distance from it, but "on-line," that is connected by telephone lines for example. Transmission by radio communication channels is also possible

and is necessarily used in space flights for example.

The *memory* carries all the data required and also the details of the program, which consists of instructions on what to do with the data. Each item is kept in a certain part of the store and has an "address" so that the information held there can be retrieved or called out as required.

In the *arithmetic* or *logic* unit activation of alternative circuits depends on a comparison of numbers or symbols which have, like all other data, previously been converted to a series of electronic pulses. The comparison is simply—the same or different—and this activates the appropriate circuit for the next step.

If a calculation is in progress the partial results are temporarily stored in a special small memory, the "accumulator," associated with the arithmetic unit.

The control unit co-ordinates all activity within the computer complex and implements the program. A small memory unit known as the instruction register is incorporated into the control unit and the instruction for an operation to be carried out is held there until fully implemented.

Instructions to the computer must be clear and unambiguous. Hence the necessity of breaking down instructions into a

large number of simple single steps. This process is known as programming and will be discussed more fully later.

Input and output are what matter to the user. What happens in between is a matter for the electronics engineer. The material or data upon which one wishes the computer to operate and the way in which it is to operate, that is, the program must be rendered into a form which the computer can "read." Automated recognition of handwriting or speech presents very severe technical problems and, while progress is being made slowly in these fields computers generally use simple though relatively slow methods of data feed-in, slow, that is, by comparison with the electronic speeds achieved in the central processor of the computer. Input may be achieved by means of punched cards, punched paper tape or magnetic tape.

Essentially all data and information must eventually be fed as electronic pulses into the inner workings of the computer. Each item may be given a prearranged code number so that a large assembly of numbers results. The numbers are punched by operators using a key board like a typewriter's into cards or into paper tape as a series of holes. The tapes are then fed into machines which sense the holes photo-electrically or in other ways and so

Fig1

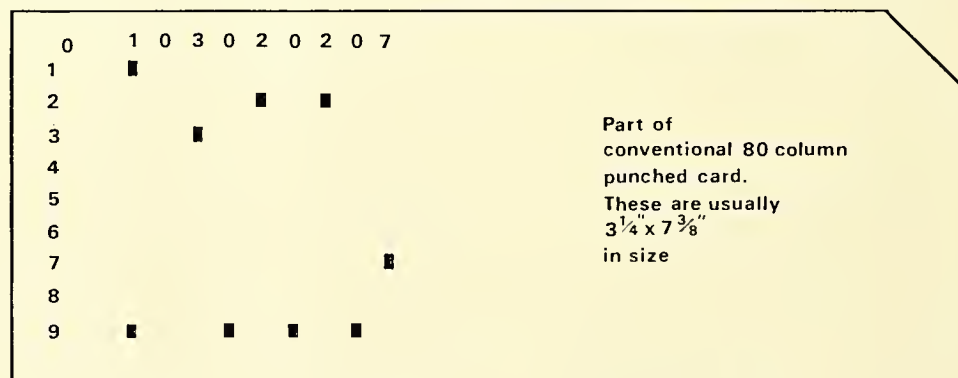


Fig2

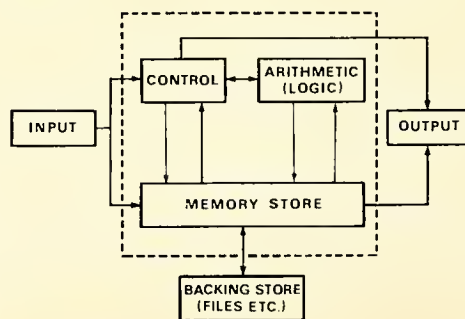
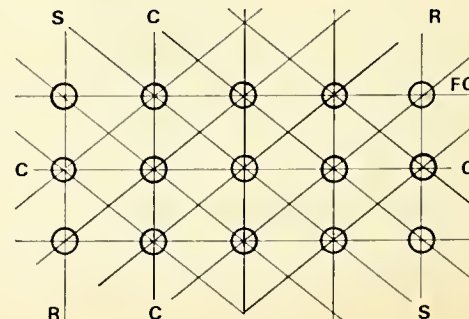


Fig3





# Cumulative price changes

AMENDING C & D  
QUARTERLY PRICE LIST  
FOR JUNE 1969

## HOLD ON TO THIS SUPPLEMENT!

It contains information  
that will not be repeated

(Note: If you lose a sheet, please apply to the Publisher for a replacement.)

To know whether a product has changed in price since the current Quarterly Price List appeared, look at the index which follows. If the product is listed, turn to the page number indicated. If not, turn to the Q.P.L. itself for the price of the product.

2nd Debut, 34	Beecham's, 19	Ceranet, 30	Dorant, 3, 30	Fumic, 30
7 O'Clock, 27	Beffavit, 6	Cetavlon, 19	Dr. D's, 9	Fynnon, 19
4711, 27	Bellaire, 23	Chantage, 4	Dromoran, 6	Gabail, 9, 23
Abdine, 11	Benadon, 6	Chappie, 2	Dulsils, 9	Gala, 2, 19
Achromycin, 3, 13	Benbous, 3	Chelsea Pensioner, 30	Durenate, 15	Galjado, 30
Acthar, 19	Benerva, 6	Chem-Plus, 6	Duvadilon, 19	Gamgee, 3
Actron, 3	Benoids, 6	Cherub, 34	Dylon, 15	Gantrisin, 5
Adagio, 27	Benvil, 4	Chiefs, 2	Earex, 19	Geeps, 5
Adrenaline (623HP)	Benylets, 9	Chloromycetin, 27	Eau de	Gelufen, 5
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Adrenoxyl, 13	Berkmycen, 6, 27	Chypre, 30	Efferdent, 11	Gentilhomme, 19
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Albion, 4	Beurlac, 15	Colourbac, 4	Elastoplast, 27	Germolene, 19
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Anbesol, 19	Braggatabs, 30	Cozee Comfort, 19	Etophylate, 9	Gonadotrophon, 5
Andrex, 9	Brandreth's, Dr., 24	Cremomycin, 4	Euthymol, 9	Good Boy, 13
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Aneurone, 19	Brietal Sodium, 19	Cullingford, 30	Fairy, 3, 34	Granose, 11
Anseochrome, 11	Bristow's, 19	Culpeper, 4	Farax, 13	Halaspray, 29
Anseps, 6	Bristrex, 13	Curicones, 11	Farleys, 13, 30	Halex, 9
Antilope, 11, 19	Britmarine, 9	Curragen, 30	Feen-a-Mint, 2	Hamaran, 29
Anugersic, 4	Bronnley, 6	Cussons, 2, 11	Fellows, 9	Handy Andies, 9
Apyrogen, 13	Brontina, 4	Cuticura, 23	Femergin, 9	Hanimex, 2
Aqua Manda, 15	Broxil, 11	Cyclospasmol, 4, 23	Femerital, 3	Happy Feet, 34
Aqua Pik, 19	Bruasco, 13	Cystex, 27	Femfresh, 6	Hardy Amies, 13, 29
Aramis, 3	Brylcreem, 19	Daneral, 23	Fenjal, 27	Harriet Hubbard
Arginine-Sorbitol, 27	Bryst, 30	Daneral-SA, 23	Fennings, 11	Ayr 15
Argotone, 9	Cadbury, 4	Decadron, 6	Feroglen, 30	Head & Shoulders, 3
Arterol, 6	Cadum, 4	Decadron-75, 6	Ferrolon, 30	H.E.B., 11
Aserbine, 15	Calcium	Deckers, 15	Fersaday, 2	Heinz, 11
Ascoxa-N, 27	Resonium, 15	Decortisyl, 34	Fete, 27	Helena
Asculyt, 30	Calmitol, 13	D.D.D., 34	Fiesta, 5, 9, 15	Rubinstein, 2, 9
Astral, 4, 9	Calverts, 34	Dee Gee, 34	Fisherman's Friend, 7	Hemastix, 34
Atlas, 30	Camay, 34	Delfen, 15	Fixonet, 30	Herbalene, 9
Atoi, 4	Cambison, 23, 27	Delsey, 2	Flavilix, 34	Heudeberts, 15
Atrix, 27	Camellia, 15	Delta-Genacort, 15	Folks, 5	Higginson's, 26
Audicort, 15	Candol, 34	Dentinox, 34	Fontaine, 34	Higglene, 26
Auriquin, 4	Canonet, 15	Dermogestic, 15	Fore, 26	Hill's 5, 13
Avloprocil, 4	Caperns, 2	Dettol, 15	Formacaine, 5	Hirudoid, 13
Baby Life, 27	Capla, 13	Dettolin, 15	Formamint, 5	Horlicks, 13
Ballet, 3	Carat, 27	Dexacortisyl, 9	Four Seasons, 30	Hudnut, 11
Balm of Gilead, 30	Carbro, 30	Diamon Deb, 27	Wulfling, 5	Hydroderm, 5
Band-Aid, 4	Carmen, 11, 19	Dijex, 11	French Almond, 23	Hydromet, 5
Band Box, 11	Carnate, 34	Dimotane, 3	Freshette, 26	Hydrosaluric, 5
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### SUPPLIERS

44 Amovon=Amovon, Ltd., Wetley Rocks, Stoke-on-Trent, Staffs. 0781-33236.
102 CB=Charles Bedeman, Ltd., 180 Queens Road, London, S.E.15. 01-639 7647.
120 BGP=B.G.P. (Cosmetics), 12 Cheniston Gardens, London W.8. 01-937 2529.
171 BL=Bristol Laboratories, Ltd., 30 South Street, Reading, Berks. 0734-57326.
208 BW=Burroughs Wellcome & Co., Temple Hill, Dartford, Kent. Dartford 23488.
284 Colcn=The Colton Co., 51 Charles Street London, W.1. 01-499 0601.
299 Carmen=Carmen Curler Co. Ltd., 223 Old Marylebone Road, London, N.W.1. 01-402 5671.
334 Culpeper=Culpeper House, Ltd., 59 Ebury Street, London, S.W.1. 01-730 0361.
411 Ekco=Ekco Hawkins, Ltd., Drury Lane, Hastings, Sussex. Hastings 29141.
445 FCL=Fackative Co., Ltd., 381a Manchester Road, Heaton Chapel, Ches. 061-432 4082.
575 HHA=Harriet Hubbard Ayer, 30 Curzon Street, London, W.1. 01-493 6829.
716 Krups=Robert Krups (G.B.), Ltd., 8 Hare Hall Lane, Gidea Park, Romford, RMI 2 B R 70-66288.
751 LL=Lenbrook Laboratories, Ltd., 1 Thane Road West, Nottingham. 0602-56111.
755 LPJH=Les Parfums Jacques Heim, Ltd., St. Kevins, Janes Lane, Burgess Hill, Sussex.
792 M & R = Mann & Rankin Ltd., 235 Finchley Road, London, N.W.3. 01-794 8373.
799 MP=Marshall's Pharmaceuticals, Ltd., 3 Bucklersbury, London E.C.4. 01-248 7083.
813 MF=Max Factor, Ltd., 16 Old Bond Street, London, W.1. 01-493 6720.
849 MML=Mobbs Miller, Ltd., Arthur Street, Northampton, NN2 6EQ. 0604-31804.
1027 Rank=Rank Photographic, P.O. Box 70, Great West Road, Brentford, Middlesex. 01-568 9222.
1076 R & G=Roger & Gallet (U.K.), Ltd., 17B Curzon Street, London, W.1.
1114 SBF=Scott-Brand Foods, Ltd., 10 Victoria Road, London, N.W.10. 01-965 2001.
1196 SOL=Sunarama of London, 72 Ever-sholt Street, London, N.W.1. 01-387 9838.
1215 T & O E=Technical & Optical Equip-(London), Ltd., Zenith House, Thame Villas, London, N.7.
1243 TBL=Total Beauty, Ltd., 89a High Road, London, N.22. 01-800 0393.
1303 Wander=A. Wander, Ltd., Pharmaceutical Division, 42 Upper Grosvenor Street, London, W.1. 01-499 3931.
1362 PCB=Park Cake Bakeries, Ltd., P.O. Box 58, Oldham, Lancs.
1363 Alcos=Alcos Distributors, Ltd., 30 Thames Street, Hampton, Middlesex. 01-979 5062
1368 Atlas=Atlas Lighting, Ltd., Thorn House, Upper St. Martins Lane, London, W.C. 01-836 2444.
1383 MFCC=M.F.C.C., Ltd., 9 Dale End, Birmingham. 021-236 2887.
1482 Sandcrest=Sandcrest, Ltd., 307 Finchley Road, London, N.W.3. 01-794 7755.
1534 Fennings=Fennings Pharmaceuticals, 6 Church Street, Ashton-under-Lyne, Lancs. 061-330 5667.

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## Amendments to key to Suppliers. (Cont.)

1551 PR=Parfums Revillon, Ltd., 67 Effra Road, London, S.W.2. 01-274 6411.

1568 Trentham=Trentham Laboratories, East-horpe House, Loughborough Road, Ruddington, Nottingham, NG11 6LP. 0602-211121.

1598 ACS Alfred Cox (Surgical) Ltd., Edward Road, Coulsdon, Surrey, CR3 2XA. 01-668 2131.

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## THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that is is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

<b>A 2nd Debut (366 DR &amp; A)</b>				
28cc	67	9	35 5	11 0
60cc	113	5	59 4	18 5
double strength				
28cc	83	8	43 9	13 7
60cc	135	2	72 2	22 5
<b>Albustix (843 ML)</b>				
I reagent strips	50	38 4	—	4 10
D 60	—	—	—	—
<b>Amenorone (1076 Roussel)</b>				
D tablets	20	—	—	—
<b>Androstalone (1087 Roussel) †s48</b>				
D tablets	12	—	—	—
<b>Barosil (267 C &amp; A)</b>				
I Barosil (1335 Wigglesworth)	—	—	—	—
<b>B.F.I. (837 MSD)</b>				
• powder	7g	22 0	8 0	3 5
D 4oz	—	—	—	—
<b>A Blisteze (366 DR &amp; A)</b>				
lip salve	23	1	8 1	3 5
<b>A Brandreth's, Dr. (31 AP)</b>				
(distributors 366 DR & A)	—	—	—	—
pills	13	6	4 8	2 0
<b>Calvert's (331 C of C)</b>				
• tooth powder	75g	16 1	5 11	2 6
D 2oz	14	6	5 2	2 3
<b>A Camay (1010 P &amp; G)</b>				
soap toilet	54	2	19 4	1 2
(6doz)	(6doz)	—	—	—
bath	56	11	20 4	1 10
(4doz)	(4doz)	—	—	—
<b>D Candol (267 C &amp; A)</b>				
I Candol (1335 Wigglesworth)	—	—	—	—
<b>A Carnate (365 Demuth)</b>				
(distributors 366 DR & A)	—	—	—	—
nail polish conditioner	32	3	16 10	5 3
<b>A Cherub (366 DR &amp; A)</b>				
baby soap	12	5	4 4	1 10
<b>D Cordocel (267 C &amp; A)</b>				
I Cordocel (1335 Wigglesworth)	—	—	—	—
<b>Cortef (1263 Upjohn)</b>				
D acetate ointment 1% 20g	—	—	—	—
<b>Cortril (969 Pfizer)</b>				
D ophthalmic ointment 3g	—	—	—	—
<b>A Cosmedin (359 DDD)</b>				
(distributors 366 DR & A)	—	—	—	—
No. 1	4oz	39 6	20 8	6 5
No. 2	4oz	39 6	20 8	6 5
<b>A D.D.D. (359 DDD)</b>				
(distributors 366 DR & A)	—	—	—	—
ordinary	small	26 9	9 3	3 7
	med.	41 5	14 6	5 7
	large	58 3	20 3	7 10
	16oz	123 3	43 0	16 7
extra strong	med.	41 5	14 6	5 7
	large	58 3	20 3	7 10
	16oz	123 3	43 0	16 7
balm	tube	26 9	9 3	3 7
	34	1	11 10	4 7
	jar	34	1	11 10
	16oz	144 3	50 3	19 5
soap	13	7	4 9	1 10
<b>Decortisyl (1087 Roussel) TS</b>				
• tablets 1mg	500	18 9ea	—	28 2
D 100	—	—	—	—
<b>Dee Gee (452 Griffin)</b>				
A electric blankets	—	—	—	—
	5UB 24	174 0ea	28 0ea	260 0
	DUB 24	324 4ea	47 7ea	480 0
<b>Dentinox (366 DR &amp; A)</b>				
teething rub	27	1	9 5	4 0
<b>Effco (972 Pharmax) †</b>				
I 250ml	36	0	14 0	5 8
D 21	20	0ea	—	26 8
<b>Endocil (1419 Intec)</b>				
• 8oz and 80oz	—	—	—	—
<b>day-care lotion</b>				
sachets	3cc	6 0	4 0	1 0
<b>A Fairy (1010 P &amp; G)</b>				
soap complexion	49	9	17 9	1 1
(6doz)	(6doz)	—	—	—
bath	54	0	19 4	1 9
(4doz)	(4doz)	—	—	—
family	32	3	11 6	2 1
(2doz)	(2doz)	—	—	—
<b>Flavelix (972 Pharmax) †s7</b>				
I linctus	150ml	45 0	17 0	6 5
D 21	28	7ea	—	38 2
<b>D 4oz, 20oz and 80oz</b>				
<b>A Fontaine (366 DR &amp; A)</b>				
soap toilet (3)	A32	49 0	17 1	7 3
bath (3)	A33	79 5	27 8	11 9
<b>A Gem (365 Demuth)</b>				
(distributors 366 DR & A)	—	—	—	—
instant mist	—	—	—	—
shampoo	21	6	7 6	3 2
aerosol	52	5	18 3	7 9
<b>Happy Feet (1338 W &amp; S)</b>				
I foot powder	19	5	7 1	3 2

<b>Hemastix (343 ML)</b>				
I reagent strips	50	90 0	—	11 3
D 40	—	—	—	—
<b>Ketostix (843 ML)</b>				
I reagent strips	50	50 0	—	6 3
D 40	—	—	—	—
<b>Kilsant (1197 Sumner)</b>				
I Kilsant (1335 Wigglesworth)	—	—	—	—
D Kilsant (1197 Sumner)	—	—	—	—
I Kilsant (1335 Wigglesworth)	—	—	—	—
<b>Lederstatin (746 Lederle)</b>				
D capsules 300mg	—	—	—	—
<b>Madecassol (117 BPL) existing entry</b>				
I Madecassol (1077 Rona)	—	—	—	—
ampoules 20mg/ml	10	37 4ea	13 4ea	69 4
ointment	10g	8 0ea	2 10ea	14 10
powder puffer	2g	7 4ea	2 8ea	13 8
<b>Mandrax (1087 Roussel) †s48</b>				
D capsules 12	—	—	—	—
D tablets 12	—	—	—	—
<b>A Medijel (366 DR &amp; A)</b>				
tube	26	0	9 0	3 10
<b>D Mendocil (1419 Intec) existing entry</b>				
I Mendocil (1419 Intec)	—	—	—	—
after shave	60cc	74 8	41 1	12 9
	120cc	143 5	78 11	24 6
shaving foam	—	—	—	—
aerosol	200g	60 0	22 0	9 9
<b>Monsieur de Givenchy (1589 Givenchy)</b>				
• after shave lotion	55cc	11 9ea	6 Sea	25 0
<b>D Nailoid (31 AP) existing entry</b>				
I Nailoid (31 AP)	—	—	—	—
(distributors 366 DR & A)	—	—	—	—
lemon hand lotion	32	4	16 11	5 3
nail cream	12	10	6 8	2 1
	30	9	16 1	5 0
nail hardener	101	6	35 4	15 0

A = Price Advanced  
R = Price Reduced  
• = New entry  
D = Delete  
C = Correction  
I = Insert

<b>Norflex (1061 Riker) †s48</b>				
• ampoules 2ml	3	7 4ea	—	11 0
D 6	—	—	—	—
<b>A Nu Moon (359 DDD)</b>				
(distributors 366 DR & A)	—	—	—	—
cuticle softener	15	11	8 4	2 7
<b>A Nu Nale (359 DDD)</b>				
(distributors 366 DR & A)	—	—	—	—
cream	21	7	11 3	3 6
liquid	21	7	11 3	3 6
super	61	8	32 2	10 0
<b>D Pancreatin (267 C &amp; A)</b>				
I Pancreatin (1335 Wigglesworth)	—	—	—	—
<b>A Perform (366 DR &amp; A)</b>				
eight-day hair set	84cc	45 8	23 11	7 5
	168cc	80 1	41 10	13 0
<b>D Personality (366 DR &amp; A) existing entry</b>				
I Personality (366 DR & A)	—	—	—	—
bath velvet	45	9	23 11	7 5
	72	4	37 10	11 9
cream foam bath	26	0	9 1	3 10
turtle oil	23	7	12 4	3 10
cleansing milk	39	6	20 8	6 5
deep cleansing	52	4	27 4	8 9
cream	35	10	18 8	5 10
foundation cream	23	7	12 4	3 10
hand cream	46	2	24 1	7 6
skin food	39	6	20 8	6 5
	60	0	31 4	9 9
skin freshener	23	7	12 4	3 10
soap toilet	13	10	4 10	2 0
bath	20	10	7 3	3 0
petals	28	0	9 9	3 10
talcum powder	27	9	14 6	4 6
<b>Philips (977 PE)</b>				
Ladyshave	46	11ea	16 11ea	79 6
<b>Phoenix (1338 W &amp; S)</b>				
A gastric treatment	12oz	23 4	8 7	3 8
lacquer spray	—	—	—	—
refill	9	0	4 11	1 10
<b>D spray coloured</b>				
Pickles (982 Pickles)	—	—	—	—
Liptrex	8	0	4 5	1 5
• Wartex	19	3	6 11½	3 0
<b>I Portagen (171 8LL)</b>				
powder	11b	27 0ea	—	40 6
<b>Precoctisyl (1087 Roussel) TS</b>				
• tablets 1 mg	500	18 9ea	—	28 2
D 100	—	—	—	—

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**A Reminder**

# **CHANGE OF ADDRESS**

**Burroughs Wellcome & Co.**

**(The Wellcome Foundation Ltd.)**

**Temple Hill, Dartford, Kent.**

Telephone : Dartford 23488

(8.30 am to 5 pm Monday to Friday)

Telegrams : Tabloid Dartford. Telex : 896758

All orders, enquiries and remittances relating to medical products and chemicals should now be sent to the above address.

Please note that all orders and enquiries for LABORATORY DIAGNOSTICS should be sent to

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**Wellcome**



# LANGUAGE

## computers in pharmacy and medicine

the numbers representing items of data become a series of electronic pulses *en route* to the central processor of the computer. Computer time is expensive and errors in transcription resulting in incorrectly punched cards or tape would seriously impair the analysis and cost computer time for no useful result. So punched cards or tape are "verified" by a second operator and corrected.

Early computers used the decimal system which is generally inconvenient electronically and needlessly lengthy. That gave rise to the development of the "binary system of notation" which is more easily converted into electronic pulses and is a shorter operation, thus saving time.

In the binary system only the two symbols 1 and 0 are used (1, 2, 3 runs 1, 10, 11) and not ten as in decimal. Although 10101 looks more bulky than 21, electronically it is much more convenient to have a few pulses rather than a series of 21 single pulses for example. If a pulse is taken as representing 1 and a suppressed pulse (i.e. no pulse) as representing 0, the binary figures can be readily converted electronically so that a series of pulses with appropriate gaps will represent decimal figures expressed in the binary system. When very large numbers of figures are being processed this is a great time saver.

In practice the input device "reads" the decimal numbers presented to it and converts them automatically into binary notation which then generates the appropriate electronic pulse sequences.

As indicated earlier the data fed into the computer goes to a memory or store. Obviously the scale of operations a computer can undertake will depend on the size of its memory store. Stores of considerable magnitude are expensive and various devices are used as "backing stores" to be called upon as required. These include magnetic tape, drums or discs.

The usual type of store consists of many "magnetic cores": very small circles of ceramic material containing ferrite metal (FC) which can be magnetised in one or other direction. That is done by weaving the core so to speak into a fine mesh of wiring, the wires passing through the cores.

Usually there are four wires associated with each ferrite core (Fig. 3); two co-ordinate wires (C) carry the electronic pulses which put the core into an electromagnetic state that represents an item of data.

When this information is required a sensing wire (S) passes on the information

but in doing so destroys the electromagnetic state of the core which represents that information. The fourth wire (R) can be used, through appropriate circuitry, to return the core to its previous state and so the item from the memory store has been taken out for use but the memory then re-establishes the item for future use.

In present-day computers the fourth wire is often omitted and the single wire (F), used to perform both functions described above, it both "reads" and "rewrites."

It is now time to consider an example of computer input. Suppose it is desired to compare from, for example, NHS scripts, how many prescriptions have been written for male and female adults for barbiturates during six and 12 month periods in 50 different general practices in two cities, similar in size of population but one mainly industrialised while the other is mainly a commercial and banking centre. Sundry facts have to

Fig. 4

Card column number	Item	code
1	city Industrial	1
	non-industrial	2
2-4	Sample G.P. no. 1	001
	no. 30	030
	no. 100	100
5	patient's sex male	1
	female	2
6-7	barbiturate prescribed phenobarb	01
	Butobarb	02
	etc	03
	.	.
8-9	month of script January	01
	February	02
	March	03 etc

be assembled and put into decimal numerical code. Arbitrary numbers could then be assigned for later punching into cards or tape.

The data would be coded as in Fig. 4 and entered on a coding sheet in its appropriate column.

The punched card operator would then punch the numbers into a card of which Fig. 1 shows a specimen.

When "read" by the card reader this will tell the computer memory store that in the industrial city, GP number 30 prescribed for a female patient, butobarbitone, in the month of July.

The data having been fed in, the computer must be told what to do with it and this is done by a program, the preparation of which is a specialised task; so much so that the profession of computer programmers has evolved.

A digital computer does only one thing at a time even though it carries out a large number of such things, in sequence, very rapidly. This means that each individual step must be precisely catered for in the program so that if there are thousands of steps to be carried out a program may be very lengthy and involved. Because of that even a professional programmer may require several trial runs of a new program before it has been satisfactorily "debugged."

Writing programs in the binary code described earlier would be excessively slow and tedious, so programming languages have been devised. They are "low level" or "high level," depending on how near they are to ordinary written English. Well-known languages include Algol, Fortran and Cobol.

They resemble the language of mathematics supplemented by a kind of pidgin English, and are very useful for writing instructions for a computer.

The instructions are converted by a "compiler" into the basic machine code used by the computer, the compiler really being a form of program designed to achieve this, and already stored in the computer.

Actually before reaching the program-stage certain preliminaries are necessary. The system it is desired to computerise must be analysed in detail. This is often so complicated that the profession of systems analyst has evolved. At an early stage in such an analysis a flow chart of procedures is devised, but that is beyond the scope of the present article.

The output from a computer may consist of similar devices to those of the input, that is coded data on punched cards, paper tape or magnetic tape and indeed those means of storing data for future use are most convenient. Ultimate use of the data from a computer analysis, however, must be in a form which a human can read easily and so a print-out can be obtained from fast typewriting devices similar to a teleprinter. A machine frequently used is known as a line-printer which can print out an entire line at one time and with great speed. It is possible to have 160 print positions giving a line of up to 160 characters and to print as many as 1,350 such lines a minute.

A useful book-form introduction to computers is *Introducing Computers* by F. S. M. Laver (HM Stationery Office, 1965, 7s 6d.)

*Electronic Computers* by Toothill and Hollingdale (Pelican books, A524) is recommended for the more ambitious.



# NOW! AMBRAY DEODORANTS! GOOD QUALITY+SUPER VALUE=BIG SALES!



FEELING FRESH ROLL-ON

ONLY **3/11** RETAIL

FEELING FRESH SPRAY

ONLY **4/11** RETAIL

FEMINA, FEMININE DEODORANT

ONLY **6/11** RETAIL

## COMPLETE DEODORANT DEAL **92/9** (plus P.T.)

comprising 1 doz. Roll-on, 1 doz.  
Femina, 1 doz. Aerosol Spray

**FREE! This attractive counter display.**

Remember, Ambray make a fine range of toiletries, including 6 superb shampoos and a specially mild children's shampoo. Also from Ambray, a complete range of quality cosmetics at highly competitive prices.

Name \_\_\_\_\_

Retail Address \_\_\_\_\_

Telephone \_\_\_\_\_

My usual wholesaler's name \_\_\_\_\_

Send this coupon : ER Holloway Ltd., Olding's Corner, Hatfield, Herts.

C.D.13



<p><b>IMPORTANT NOTES FOR PATIENTS</b></p> <p>This form may be taken to any chemist or (in the case of a surgical appliance only) to any chemist or surgical appliance supplier on an Executive Council List.</p> <p>Unless you are entitled to complete the declaration below you must pay a charge for each item. Form EC91 (from Post Offices) explains who can claim exemption or a refund. You cannot claim a refund unless you ask for a receipt when the charge is paid.</p>	<p><b>COMPLETE THIS PART ONLY IF YOU ARE CLAIMING EXEMPTION DECLARATION</b> (to be completed BEFORE going to the chemist)</p> <p><b>I DECLARE</b> that the patient named overleaf</p> <p><input type="checkbox"/> Is under 15</p> <p>Please <input type="checkbox"/> is 65 years of age or over</p> <p>tick <input type="checkbox"/> holds a valid Executive Council exemption certificate</p> <p>one <input type="checkbox"/> holds a current certificate of prepayment of charges to an Executive Council (EC96)</p> <p><input type="checkbox"/> is covered by a Department of Health and Social Security exemption certificate</p> <p><b>AND THAT I AM</b></p> <p><input type="checkbox"/> the patient</p> <p><input type="checkbox"/> the patient's parent or guardian</p> <p><input type="checkbox"/> the patient's representative</p> <p>I understand that enquiries may be made to check this Declaration and that a deliberately false statement may lead to prosecution</p> <p>Signed ..... Date .....</p> <p>NAME and ADDRESS ..... (Block letters)</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>} If your FULL address appears overleaf write: 'As overleaf'</p> <p><b>NOTE:</b> Sign also in the space provided on the other side of this form</p>
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# PUTTING UP THE SHUTTERS ON PHOTOGRAPHY

Some pertinent questions posed by Stanley W. Bowler, FRPS

*Residential area shopping centre - one Ilford and five Kodak pelmets - no cameras in window - competition from Cheap Fotos (above)*



The prospect that photographic equipment and materials may be sold in general stores and supermarkets appears to have caused some perturbation among those who consider rightly or wrongly that this field of merchandising is the prerogative of accredited photographic retailers or chemists. Nowadays the contention is probably tenable only on a traditional basis and no other.

So far as the photographic dealer is concerned there may be some validity in the supposition, although other optical devices such as microscopes, binoculars and telescopes form part of his stock. But his sales activities have for a long time extended into those concerned with tape recorders and reproducers . . . this may be justified in that such sound equipment may be coupled with slide and motion-picture projectors.

But what is the position so far as the dispensing chemist is concerned? To what extent is his anger justified? To assess the present state of affairs a "photographic survey" of several retail chemists—was made in the middle of July in a south-eastern area of London. The district chosen was mainly middle-class and upper-class, primarily residential and within an area of about three square miles.

In that area there is one extremely active chain photographic retailer and one or two other smaller specialist photographic dealers. The windows of chemists' shops were photographed as they were found: no attempt was made to seek out all of the worst or all of the best examples which could be traced.

Most of them had an average frontage

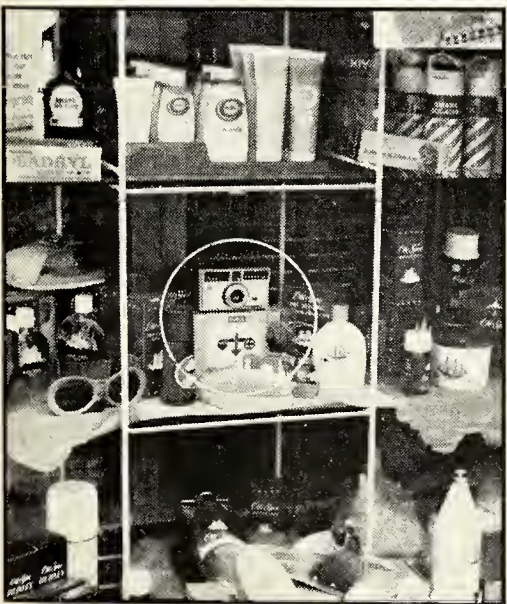




of 18 to 20 feet; some with a main window and an entrance and some with a central entrance. All of them carried window pelmets advertising one or more of the principal photographic sensitive-material manufacturers who also supply cameras of the simplest types; some of them had been supplied with signs bracketed out over the pavement. The extent to which the different manufacturers have supported them is indicated in the captions to the pictures.

In some instances the cost of the manufacturers' advertising material must surely be greater than the prospective profit on the disposal of the single camera offered

*Shopping parade - one camera (circled) - sign and legend - poster 100 yards away*



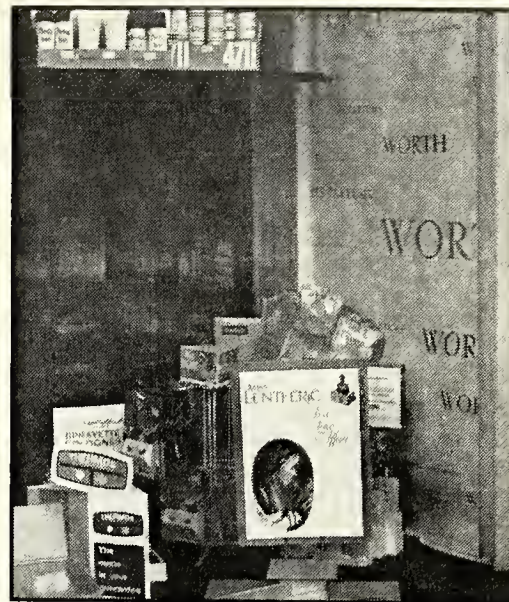
for sale in the window. This is essentially local advertising *only* and does not take into account the "back-up" from national advertising which has been carried out in recent years. What, then, has the dispensing chemist to complain about?

Is the survey which has been made representative of major towns in Britain; is it a false assumption that London is particularly different from every other city in Britain?

The current trend in almost any field of endeavour is to "diversify" in one way or another, to try to make sure of catching all of the passing trade which may be available: as a concrete example, one of the dairies in the same area sells toilet rolls! As if this were not enough to make the point, the same dairy has even offered women's stockings as an inducement to buy milk, butter and eggs.

Let us look, then, at a few shop windows which have been photographed in the specified area; our readers are invited to draw their own conclusions about them. Have the unidentified dispensing chemists very much about which to complain? Are they supporting the manufacturers who supply them with goods for sale? Do they favour one maker more than another? Are they really vigorously promoting picture-making by the masses or are they simply content to sit back and accept a few rolls of film for "D & P" when actually compelled so to do?

Is their function simply that of an un-informed middle-man who collects 33½ per cent on someone else's initiative and effort?



*Above - residential area shopping centre - two Ilford pelmets - D&P neon sign at top of window space - no photographic apparatus displayed*

*Left - one of the best displays in the area - small parade of shops not on bus route - one-third of window devoted to well-arranged cameras of all makes*

*Below - residential area shopping centre near railway station - multiple bus routes - no external advertising - permanent head-of-the-window legend Photographic Dispensing - one Instamatic 133 camera only (circled) - advertising material and D&P notice upper left corner of window*





# SHOP TOPIC

by Stanley Townsend

## Watch clock and stock closely

Once selling time per minute has been costed, it will soon be noticed that some items are expensive to sell. Can selling time be reduced? How much this can be done depends on a salesman's knowledge of stock-range, of selling points of items shown, and on quickness in grasping what is in a customer's mind.

A larger unit of sale also reduces selling time per £'s worth sold. The cost of selling time in selling a box of six may not be serious, but the picture is different if the items are sold singly. Better display of small items and *explanatory* ticketing (not necessarily with self-service) means that the customer's pointed finger can often short-circuit the selling process.

To raise the value of the average sale will usually reduce the cost of selling-time per £ of sales. To sell the better and more expensive baby feeding bottle is one obvious way; to sell extra items is another. Thus a new mother might be interested to see other items useful for her baby, so long as they are shown *for interest and without pressure*. A customer who buys nothing extra at the time may easily come back later.

The handling of money and any wrapping of goods may be the responsibility of the salesman, or of some other person as, for instance, a cashier. In either case, they will need to be dealt with as smoothly as the actual sale. They involve staff time, too, and their efficiency needs to be regularly reviewed.

The trader earns a gross margin on each unit sold. But he would do well to examine this in relation to the stock investment in an item. What does his bank charge him when he wants money? Even

at a modest five per cent a year, the interest cost of holding in stock for six months items bought for £100 is 50s.

The chemist's premises have a rental value even if he owns them. What is it? He can calculate the cost per cubic foot of space per year or per day. If in his thinking he allocates the cubic feet to selling area, dispensary, window and interior display, services (staff toilet for example), and storage (shelves and stock-room) he will know what the space cost of holding stock amounts to.

Whatever number of units of an item he can get into a cubic foot, the space cost will be much affected by whether they are there for a week or a year.

The handling of complaints about defects in goods can be expensive in time. Sometimes the trader himself may have to face a monetary loss. Time will be involved in dealing with the customer making the complaint. Most time may be spent in negotiating with a supplier for a replacement or refund.

Shop "soilability" and deterioration are more likely to arise with some items than with others. Care in the handling of goods is always the best safeguard. To make sure that dusters are clean is also important. Prompt and neat replacement of stock brought out for a customer's inspection can save it from being pushed around unnecessarily.

Liability of an item to obsolescence will arise mainly from pressure from new, reformulated, or redesigned products. Knowing how fast items move, always important, is even more so with items especially liable to obsolescence so that stocks may be run down.

When allowance has been made for all these factors affecting profitability—and any others special to yourself—there is an overwhelming case for a continuous watch on the comparative profitability of items in the stock plan. The bearing on net profit is obvious.

To wait for the results disclosed in the accounts at the end of the trading year may mean that remedial action has been delayed by months. And the culprit items will still need to be discovered.

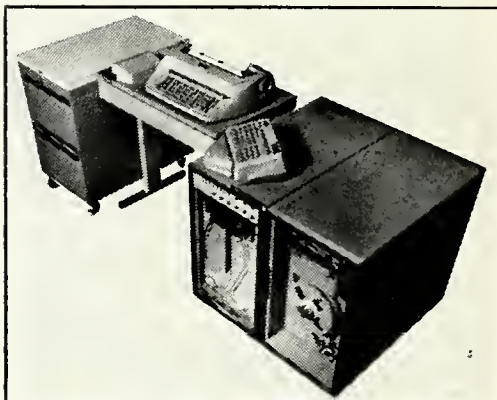
## Equipment

### Electronic invoicer

A new desk-sized electronic invoicing system to be marketed by NCR has been developed for the thousands of small businesses that will be looking for a fast, simple-to-use invoicing machine which can be expanded as the work volumes increase and which can continue to be fully functional after the changeover to decimal currency.

Besides invoicing, many accounting and calculating tasks can be carried out easily at electronic speeds by the machine, which is designated NCR 446.

The company have developed an automatic programming facility which makes the 446 machine extremely flexible in its



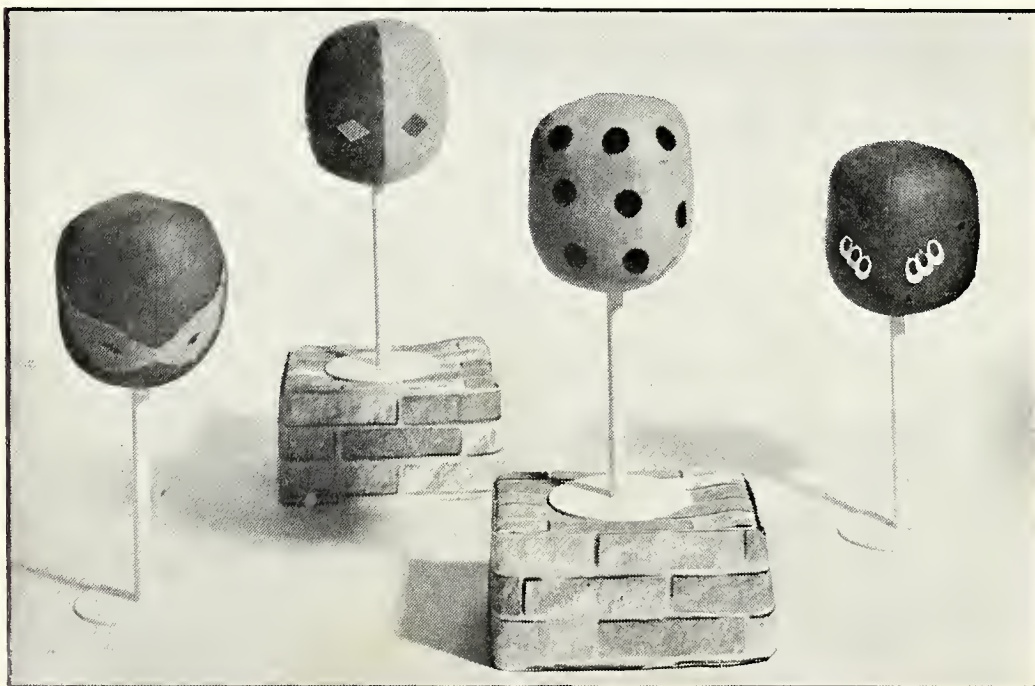
operations — punched Mylar tape programs complement permanently-wired command routines for addition, subtraction, multiplication, division and size comparison.

In addition to programs, the tape can contain fixed factors and alphabetic words. By using this combination of internal and external programming the full capacity of the 446's magnetic core store is available for arithmetical functions. A simple program change is all that is required to convert the system from £sd to decimal operation. Systems will be designed by NCR, 206 Marylebone Road, London NW 1, to meet individual requirements.

### Gay kapok-filled "fun" wig stands

To help the growing market for wig and hair pieces through chemists Ayrdon Displays, 67a High Street, Ware, Herts have introduced "fun" wig stands. The kapok-filled heads in brightly coloured felt are firmly mounted on steel stands, stove-enamelled in white. Overall height is 15 in. Price: 32s 6d each or £4 10s for three —carriage paid.

Ayrdon fun wigs from left to right: Masquerade, in black, emerald, purple with orange mask and yellow with black mask. Harlequin, in cerise/black, turquoise/black or orange/purple. Lady-bird, in orange, cerise or turquoise, all with shiny black plastic coin-spots. Modesty, in emerald, purple, turquoise or cerise with pearl or black trim. All reverse sides are plain





# NEW PRODUCTS AND PACKS

## ● Over the Counter Sales

### Wart treatment

An ointment for the treatment of warts and verrucae (plantar warts) is Wartex.

Its active ingredient is salicylic acid. Pack is a tube, issued 12 tubes to the outer (J. Pickles & Sons, Church Lane, Knaresborough, Yorks).

## ● Cosmetics and toiletries

### Complete Range photos 1, 2

Woman's World products include perfumes, creams, lotions and shampoos. Perfume Velvet (9s 3d) a cream perfume is offered in four fragrances:—

Always, Muchacha, Te Quiero and Spray of Flowers. A purser perfume (10s 6d) packed in a non spill vial is available in three fragrances:— Always, Muchacha and Te Quiero. Available in the same fragrances is a splash Cologne (12s 6d). The gift Cologne in an attractive Italian flacon (6s 3d) is also available in four fragrances: Always, Muchacha, Te Quiero and Happiness.

Other preparations in the range are,— Facial moisture cream (4s 9d); hand lotion (4s 9d); a rich skin food (7s 6d), moisture base (7s 6d); cleansing cream (5s 9d); nail conditioner (6s 3d); hair conditioner (7s 6d) and shampoo (4s 3d) available in six types as follows: For dry hair—cream or medicated cream. For normal hair—cream or medicated cream. For oily hair—liquid or medicated liquid. Colour shampoo (5s 9d) is available in four shades: Touch of Ash, Touch of Auburn, Touch of Gold and Touch of Copper (Dreston Laboratories, The Mill, Sopley, Hants. BH23 7AU).

### After-shave lotion photo 3

Parfums Givenchy are offering Monsieur de Givenchy after shave lotion in a new 2 oz pack (25s 0d). This new smaller size, packaged and presented in the same way as the larger current versions, is being launched because Givenchy feel there is a need within their men's fragrance range for a handy travel-size for regular



customers and a "try-size" to attract new users (Parfums Givenchy Ltd, 2 and 3 Station Yard, Twickenham, Middlesex).

### For the bath

Columbia Products have added to their range a giant size bubble bath, No. 0284 (8s 11d) in three perfumes, lilac, jasmine and blue hyacinth. Packed in a plastic container and in units of 12. (Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight).

## ● Baby Foods

### New baby sweet

Farley's have introduced the first addition to their range of baby foods, strawberry sweet (1s 4d).

They claim the variety achieved the highest rating ever recorded on their baby panel for any baby dinner or sweet. Made from strawberries, it contains the essential vitamins usually lost in processing and cooking restored to their normal levels.

The vitamin C content is 20 mg per oz. The 2 oz pack makes up the equivalent of three 3 oz cans and there is no waste, only as much as is needed for each portion need be made up, the remainder staying fresh in the packet until next required.

## ● Photographic Slide Viewers

Photax offer a range of four slide viewers from 11s 6d to 22s 8d. The Vision viewer (11s 6d) is hand-held and battery operated, with modern styling; the Waya-view (16s 9d), also battery operated, is fitted with a folding metal stand.

The Lunaday (17s 6d) is a wide-screen

reflective viewer using natural light sources. It has a folding stand.

The Lunabatt (22s 8d) is a battery-operated reflex viewer with wide screen and metal stand. (Photax Ltd, 70 Charlotte Street, London W 1).

## ● Sundries

### Maws nursery product photo 4

Maws Pharmacy Supplies Ltd have added to their nursery range Supple (5s 6d) a special prenatal oil designed to help expectant mothers avoid unsightly stretch marks which often form on stomach and thighs during pregnancy. It contains olive oil with a gentle, fragrant perfume to make regular use pleasant and acceptable. The preparation is massaged into stomach and thighs twice daily.

Supple is presented in attractively shaped bottles of 4 oz, singly cartoned, and in minimum quantity of six packs. (Maws Pharmacy Supplies Ltd, New Barnet, Herts.)

### Smaller feeder

Maws have added a 4 oz version (3s 9d) of the 8 oz polycarbonate Simpla feeding bottle to their range of nursery products. Singly cartoned, complete with cap, disc and teat, the bottles are available in minimum quantity of three.

### Double pack

Lilia-White (Sales) Ltd, are introducing nationally a competitively priced, soft strong and absorbent paper kitchen towel called Spic Span. The double pack embossed 2-ply white tissue kitchen towel roll is attractively packed in polythene, printed yellow, orange and black on white.



## PROMOTIONS

### Small perfumery company eventually smells success in exports

The success of Taylor of London in selling their traditional English perfumes to the United States and Canada has been cited in a book for the British National Export Council entitled, *Selling to North American Stores*. The author, Ann Roush, the BNEC's marketing officer in North America, is herself an American.

When Taylor of London decided to participate in the British Week promotions in Dallas and Toronto she took a personal interest in the brave effort of a small company, to break into a highly competitive market.

"In spring 1967," Miss Roush writes, "the proprietor decided to join a BNEC sponsored mission to Toronto in connection with British Week. It was his first trip and he wanted to see for himself which would be the best outlets for his traditional English fragrances. After the Toronto trip he continued on his own and visited a total of 34 cities throughout Canada and the US, opening accounts in every one."

"In subsequent trips he had increased the number of stockists to over 50 at the end of 1968."

"It is likely that Taylor of London could have added even more stockists in this short time except for their stated policy of selling only to the very top-prestige retail outlets. Personal visits were essential to investigate the store to make sure that it fitted in with the Taylor of London image."

A small model of the yellow and black brougham which makes Taylor of London deliveries throughout the West End of London and is a familiar sight to most Londoners is lent to various retailers and circulated around stores in the US and Canada.

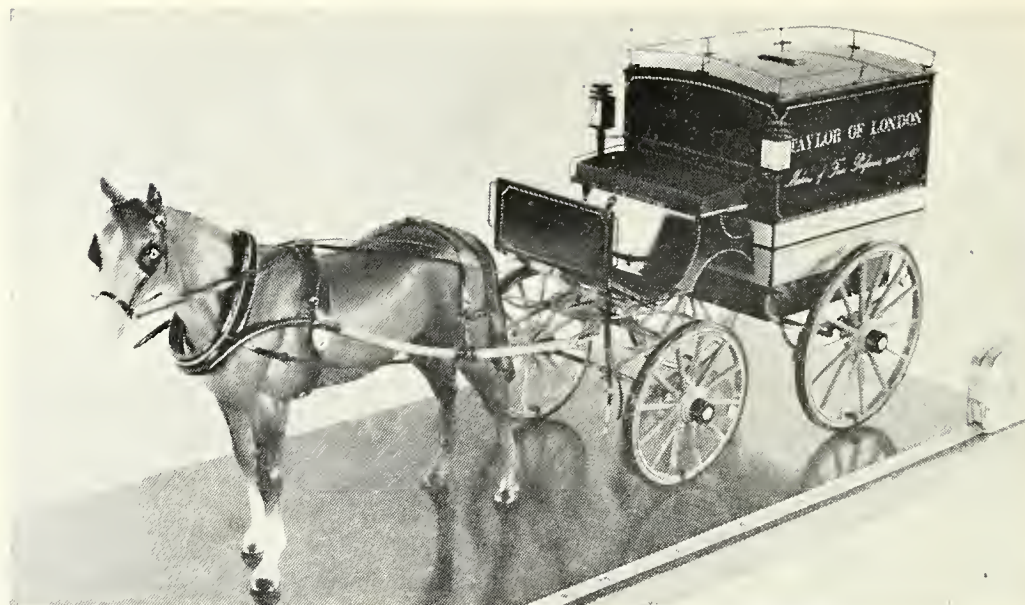
The coach itself is an excellent advertisement and public relations activity. With its liveried coachmen, it is photographed by tourists, used as a background for fashion pictures, has appeared in television documentaries, and competes in London harness horse parades.

### Permanent merchandiser

Now that new packaging for the Poly colourants has established a brand identity for all the Poly products, Lambert Chemical Co have introduced a new permanent merchandiser for the range, a column of transparent acrylic plastic units with a crown and base of teak-finish wood.

The top tier displays Polyherb sachets and bottles and the vials of Polyset and Polycare; the other shelves are for any arrangement of the rest of the range and will take new products as they are introduced.

Cards listing products and prices are



A symbol to Americans: 22-inch replica of the Taylor of London brougham

replaceable and can be slotted in anywhere on the shelves. (Lambert Chemical Co Ltd, Cheshnut Avenue, Eastleigh, Hants.)

### Femfresh and Kotex

Kimberly-Clark have announced a summer promotion on Kotex feminine towels consisting of an in-pack 1s 6d coupon towards the purchase of any one of the three aerosol packs of Femfresh vaginal deodorant dry spray.

Kimberly-Clark state that Femfresh, made by Green Young & Co, is a major brand in the vaginal deodorant market; now worth £700,000 and expanding rapidly at the rate of 100 per cent per year.

The promotion will be supported by an on-pack illustration and an eye-catching showcard.

### Holloware price lists

New price lists for the Pland range of stainless steel holloware are now available from The Taylor Rustless Fittings Co Ltd, Ring Road, Lower Wortley, Leeds 12, Yorks.

To simplify selection, each product type is illustrated by a line drawing and both the code number and description are given. Separate lists have been issued for laboratory and hospital equipment and the leaflets are supplied in an attractive folder.

### Drive for Scottish sales

Gillette Industries Ltd, have finished what they claim is the most ambitious sampling operation ever carried out in Scotland.

Featuring the Techmatic razor, the operation was the first step in a major drive to promote Scottish sales, and directly benefit members of the trade.

Door-to-door sampling of the razor — which Gillette claims is the highest value product ever distributed in this fashion — was carried out on a selective basis to Scottish households during May and June.

A Gillette spokesman said the possible loss of sales to the retail trade by free distribution would be insignificant compared with the substantially increased sales of the razor, and the regular business of replacement cartridges.

The campaign had of course been scheduled to follow the recent reduction in the price of the Techmatic from 34s to 22s 6d.

### Mini aerosol for hair spray users

A refillable mini aerosol made by Carmen is available to users of Sunilk hair spray, for 8s 11d and a special label from the Sunilk aerosol pack.

The mini spray normally retails at 19s 11d. It can be filled with hairspray, perfume, and cologne and, with a height of only 4 in. is ideal for handbags or pockets. Filling is easy, and each pack contains a leaflet of instructions.

Shelf "barkers" and dump bin headboards featuring the spray have been designed for point-of-sale interest. (Elida Ltd, PO Box 1DX, Portman Square, London W 1.)

### Free "chemist-only" bib offer

Gerber's free mail-in bib offer is exclusive to the chemist.

In-store promotional material consists of application leaflets, headboards and a counter card featuring the bib, obtainable from chemist wholesalers or Brown and Polson representatives. To receive the free bib, a mother merely has to send in a completed application form together with any six Gerber labels.

Gerber have increased their advertising in the London and Southern television regions and in the women's press.

The offer ends on September 30. (Brown & Polson Ltd, 10 New Fetter Lane, London EC 4.)

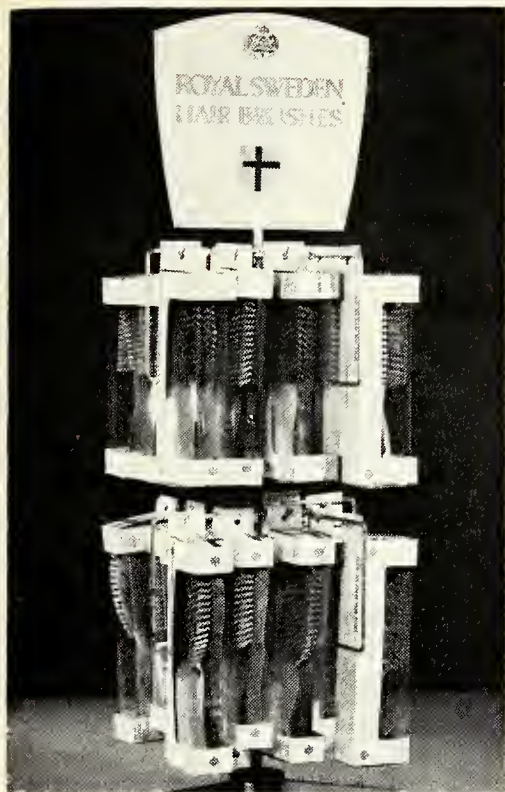
### Fenella Fielding as president

The PLeJ club, formed by Beecham Foods as part of a sales incentive for PLJ, has elected the actress Fenella Fielding its first president.

The club consists of Beecham salesmen who reach certain sales targets on PLJ. To qualify for membership they must have achieved their sales targets on either new sweeter or original sharp PLJ.

To achieve master PLeJer status, sales targets must be reached on both products. Each category has its distinctive tie and the club's committee is currently considering a fourth section for trade members.





### Royal Sweden hairbrush unit

A revolving display is available free with purchases of 24 assorted Royal Sweden hairbrushes at a net cost of £11 17s 1d. The selected brushes are the best sellers in the range having pure bristle mixed with synthetic fibre, and most of them retail at less than £1. The most expensive brush on the stand is 21s (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

### Booklet on summer health

A booklet *Your Passport to Summer Health* has just been published by the makers of Andrews liver salt.

It has tips on treating travel sickness, blistered feet, wasp and jelly fish stings, cramp, hay fever, sunburn and indigestion. Altogether 47 ailments and remedies are mentioned.

Copies of the booklet are available to chemists together with a counter display unit and booklet holder. (Phillips Laboratories, 2 St Marks Hill, Surbiton, Surrey).

### Sponge banded to pack

Cussons hope to take advantage of renewed consumer interest in the bathroom. A sponge worth 2s 6d retail is banded to every large pack of their Imperial Leather talcum powder. (Cussons, Sons & Co Ltd, Kensal Vale, Manchester 7).

### Hair lotion display units

New display units of moulded plastic for Twice As Lasting hair retaining lotion hold 24 small together with four large bottles.

They can be used on their own or parted to form additional side units to other display material. (Golden Ltd, Berkeley Square, London W 1).

### 'Fly' commercial's third award

The 30-second Izal television commercial promoting Zal Pinefresh dustbin powder has won its third major international award, a silver lion in the Cannes Festival of Advertising and Cinema Films.

## Premium offers

Lilia-White (Sales) Ltd, are offering consumers a 17 jewel ladies wrist watch at a special low price of 53s. 11d. The modern-styled watch is guaranteed for six months and is only available on the Lil-lets 20's pack. The handling of the promotion is being carried out by Map-pin & Webb, the London jewellers (Lilia White (Sales) Ltd, Charford Mills, Birmingham 8).

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

**Alka Seltzer:** All areas.

**Anadin:** All except M, U, We, E.

**Andrews:** All areas.

**Askit:** Sc, B.

**Bisodol:** So.

**Cleeno-pine:** All except Y, WW, NE, W, B, E.

**Dettol:** So, We, Cl.

**Disprin:** All except A, E.

**Heinz baby foods:** All areas.

**Immac:** All areas except A, B, E.

**Milk of Magnesia tablets:** All areas.

**Steradent:** All areas except E.

## Packaging

### BSI revisions for containers

The British Standard for paperboard pharmaceutical containers was first prepared at the request of the British Paper Box Federation, specifying minimum thickness of board used in manufacture of containers for National Health Service purposes and standardising on the identification references for various sizes. There is a revision of this standard, full title BS 1679 *Containers for pharmaceutical dispensing Part 1: 1969 Paperboard boxes and cartons and components*.

The standard specifies styles and sizes of containers for dispensing tablets, ointment, pastes, creams, powders and crystals, the purpose of the revision being principally to give the manufacturing requirements in metric dimensions. Capacities are metric only, of course, but other requirements have imperial equivalents, says a BSI newsletter.

Methods of tests are described for strength, ease of opening, grease resistance, water-vapour permeability and moisture retention. Several additions have been made such as an improved method of test for strength of cartons.

Copies of BS 1679 Part 1: 1969 may be obtained from the BSI Sales Branch at 101/113 Pentonville Road, London N 1, at 8s each to members.

### Metrication development

The Institute of Packaging will hold a national conference on packaging aspects of metrication at the Grand Hotel, Eastbourne, on September 30-October 1, 1970.

Mr Colin Swinbank, vice-chairman of Institute's council, who is to chair the conference organising committee, is chairman of the Packages Metrication Panel of the British Standards Institution.

### Colognes carded

Demuth's fragrant solid colognes, Frozoclone and Frozolavender are individually carded to meet the increasing demand for that type of merchandise. Demuth approached and found that carding by the new patented Sandee process had many advantages. The carded unit can either lie flat, can be hung, or will stand freely to make an effective display. Almost the whole of the back of the card is available for directions for use, and publicity. Almost any shape or size of product can be carded, and the process is substantially cheaper than other known methods. The cost was 1s 4d per dozen units. (Sandee Processes Ltd, 3 Bear Lane, Farnham, Surrey).



### Packaging Changes

A new company structure for the organisation's packaging interests will take effect from August 4, following the takeover of Hugh Stevenson & Sons Ltd.

Bowater Packaging Ltd will become the management company for all Bowater packaging interests in Britain. Chairman and managing director will be Mr C. F. Popham, Mr F. S. Hayes deputy chairman and marketing director, Mr Kenneth Stevenson will be vice-chairman and director of planning and development.

### "Safety" with plastics

Referring to the C&D's comments on "safety" tablet containers (July 12, p 27), Macdonald & Taylor Ltd, PO Box 6, Portland Mill, Ashton under Lyne, Lancs, remind pharmacists that they are not obliged to resort to vials or similarly shaped containers to obtain the advantages of plastics.

Caplastic tablet bottles are identical in appearance to glass and take standard screw closures with their child-safety advantages. They are available in amber or clear plastic.



# TRADE NEWS

## Macarthy's surcharge — further details

Macarthy's Ltd, the Romford wholesalers, have now released further details of their planned surcharge on small accounts (C&D, August 2, p 106).

The company decided earlier in the year to write in July to some customers warning them that from September a surcharge of £5 would be made on their monthly statement if the account value did not exceed £150.

The company's managers were given discretion in the matter to withhold circulation of the letter from customers to whom they did not wish the new rules to apply.

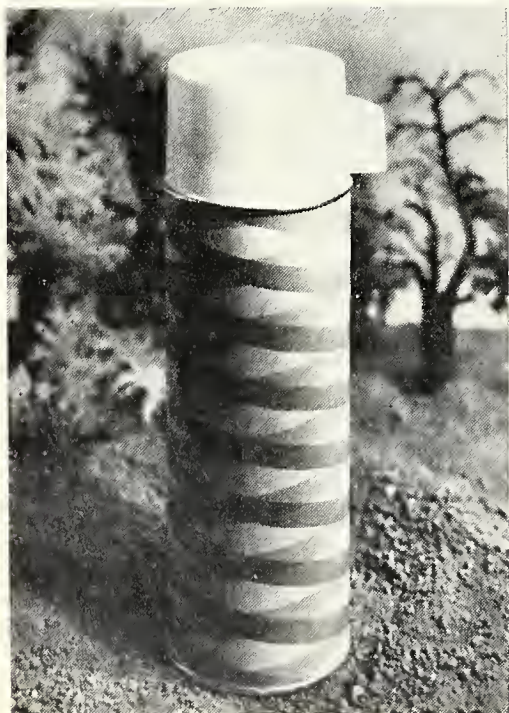
It was proposed later in the year to ask customers spending less than £100 a month also to bring their account value up to a minimum of £150, again managers' discretion would apply.

The process may eventually be extended to customers spending between £100 and £150 a month but there are no immediate plans to do so.

### Design award for flask

The new design Aladdin Escort vacuum flask with its attractive trellis pattern in a choice of gay colours has been selected by the Council of Industrial Design for The Design Centre, London.

The Aladdin Escort comes in two sizes, 16 oz (9s 6d) and 32 oz (14s 11d) and the trellis design is available in blue, orange or grey. The 16 oz is packed 12 per



outer and the 32 oz six per outer from Aladdin Industries Ltd, Greenford.

### Veterinary agents

Vestric Ltd have been appointed sole UK agents and distributors for the Carlo Erba range of veterinary specialities, which will be introduced to veterinary surgeons and retail pharmacists from August 11. (Vestric Ltd, Runcorn, Cheshire.)

### Tooth powder replaced

Calverts toothpowder medium size has been discontinued and in its place Cullingford have introduced Calverts Toothpowder '75' (2s 6d) and containing 75 gm. (Cullingford of Chelsea Ltd, Lunt Avenue, Bootle, Lancs L30 1RX)

### New seller and distributor

Cuticura Laboratories Ltd, on August 1 took over sales and distribution of Bantron smoking deterrent tablets. Orders and inquiries should be addressed to Cuticura Laboratories Ltd, Maidenhead.

### Tax-exemption alters cloth price

Johnson & Johnson Ltd, Slough, Britain's largest makers of non-woven fabrics have announced that the Customs and Excise have confirmed that J Cloth all purpose cloths are now exempt from purchase tax. The suggested retail price of the product has returned therefore to 2s 9d for six and 4s 11d for twelve.

### Larger Packs

Pfizer Ltd, Sandwich, Kent, announce the replacement of the 60-ml packs of Rondomycin syrup, Sigmamycin syrup, Tetracycline syrup with 100-ml packs.

### New pack size

Riker Laboratories will supply Norflex injection in boxes of three ampoules. The new pack will be available when existing wholesale stocks of the present pack (six ampoules) are exhausted.

### New Wellcome address

Burroughs Wellcome and Co (UK) draw attention to the fact that many orders are still being sent to their former London address. They point out that orders for medical products and chemicals should be sent to Temple Hill, Dartford, Kent.

Laboratory diagnostic reagents should be ordered from Wellcome Reagents Ltd, Wellcome Research Laboratories, Beckenham, Kent BR3 3BS.

### Discontinued

Glaxo Laboratories Ltd, Greenford, Middlesex, announce that the following will be discontinued when existing stocks are exhausted:— Cytamen 250, 100, 1-ml amps; Neo-Cytamen 250, 100, 1-ml amps; Crystapen G Tablets 125-mg plain—100 and 500. Packs of six x 1-ml ampoules of Cytamen 250 and Neo-Cytamen 250 and film-coated Crystapen G tablets 125 mg continue to be available.

### Metricated

Merck Sharp & Dohme Ltd, Hoddesdon, Herts. 'BFI' powder (small)  $\frac{1}{4}$  oz replaced by a metric pack of 7 g. The large  $1\frac{1}{4}$ -oz pack continues for the time being, but in due course will also be changed.



### Deodorant economy pack

Elle deodorant dry spray has proved so successful in the "teenage and early twenties market" that the makers, Anestan Ltd, Rankine Road, Daneshill Estate, Basingstoke, have released a new economy pack containing 95 g (7s 11d).

## Bonus offers

J. Pickles & Sons, Church Lane, Knaresborough. Wartex. 12 invoiced as 10.

Maws Pharmacy Supplies Ltd, New Barnet, Herts, Supple, 5 per cent discount on 12, 7½ per cent on 24.

FBA Pharmaceuticals Ltd, Haywards Heath, Sussex. Lasonil. 14 invoice as 12 on minimum order of 3 doz. through wholesaler (until October 31).

Potter & Clarke Ltd, 9 Wellesley Road, Croydon CR9 3LP, Surrey. Gee's linctus pastilles or menthol and eucalyptol pastilles. 84 invoiced as 72.

Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8. Lil-lets 20 twin packs trade price reduced by 4s per doz. Until October 3.

British Cod Liver Oils (Hull & Grimsby) Ltd, Marfleet, Hull, Yorks. Parcel containing eight 6-oz and three 16-oz Seven Seas cod liver oil, three 6-oz Seven Seas mint flavour cod liver oil, six 150-ml new pack and new formula Seven Seas orange syrup and four 25, four 50 and four 100 Seven Seas capsules for 79s 2d distributed by Maws Pharmacy Supplies Ltd, Barnet, Herts. Until Oct 1.

## Trade shows

### Belfast:

Grand Central Hotel  
August 11-14 Dorothy Gray Ltd, Jean Sorelle Ltd

### Leeds:

Metropole Hotel  
August 11-14 Dorothy Gray Ltd, Bellair Cosmetics Ltd

### Westcliff-on-Sea:

Westcliff Hotel  
August 11-15 Shulton (Great Britain) Ltd  
August 11-14 H. Bronnley & Co Ltd, Jean Sorelle Ltd



# TRADE MARKS

Applications advertised before registration  
'Trade Marks Journal', July 30, 1969.

No. 4744

**Freshcol**, 911,436-37, by Miles Laboratories Inc, Elkhart, Indiana, USA. For denture cleaning preparations (3) and for pharmaceutical preparations and substances (5)

**Breck Cool Tone**, B920,039, by American Cyanamid Co, Wayne, New Jersey, USA. For hair colouring preparations (3)

**Wood Haze**, 925,064, by Avon Cosmetics Ltd, Northampton. For cosmetic preparations and non-medicated toilet preparations (3)

**Ship Shape**, B925,560, by Timothy Whites & Taylors Ltd, Leeds. For perfumes, non-medicated toilet preparations and cosmetics, essential oils, dentifrices, shaving soap, and preparations for application to the skin to facilitate shaving; hair cream for sale in England, Scotland and Wales (3) (Device), B927,612, by Stiefel Laboratories Inc, Oak Hill, New York, USA. For soaps, cosmetics and hair lotions (3)

**Prestige** (device), 932,293, by Charles Bedeman Ltd, London SE 15. For cold wave preparations for supply to the hairdressing trade (3)

**Soir de Paris—Bourjois** (device), 933,127-28, by Bourjois Ltd, Croydon, Surrey. For perfumed soaps, perfumes, perfumed non-medicated toilet preparations, cosmetics, hair lotions and dentifrices (3)

**Hanagasa**, 933,178, by Avon Cosmetics Ltd, Northampton. For non-medicated toilet preparations; cosmetic preparations; soaps; non-medicated preparations for use before and after shaving; preparations for treating the hair; preparations for cleaning the teeth; essential oils and preparations for laundry use (3)

**Pharmicetine**, 914,019, by Societa Farmaceutica Italia, Milan, Italy. For antibiotic medicinal preparations (5)

**Penstrep**, 914,610, by AS Rosco, Tåstrup, Denmark. For antibiotics all containing streptomycin (5)

(Device), B924,145, by Ortho Pharmaceutical Corporation, Raritan, New Jersey, USA. For gamma globulin solutions for use as pharmaceutical injections for females (5)

**Kididri**, B926,675, by Kididri Ltd, Stockport, Ches. For babies' disposable napkins made principally of cellulose wadding (5)

**Brio**, 927,020, by Unilever Ltd, Birkenhead, Ches. For infants' and invalids' foods; biological and dietary foods; and pharmaceutical foods; all in the nature of edible oils and edible fats and none for making into beverages (5)

**Milkana**, 927,021, by Unilever Ltd, Birkenhead, Ches. For infants' and invalids' foods; biological and dietary foods; and pharmaceutical foods; all consisting principally of milk or of milk products (5)

**Kingsted Trim Tabs**, 927,279, by Kingsted Pharmaceuticals Pty Ltd, St. Peters, New South Wales, Australia. For pharmaceutical preparations, in tablet form for use in inhibiting the appetite for food (5)

**Carresin**, 929,933, by Alison Yora Davidson, Kidmore End, Oxon. For medicated preparations for application to babies' bottoms for cleansing and therapeutic purposes and for prophylactic use in connection with nappy rash (5)

**Leukamycin**, B930,561, by Farbenfabriken Bayer AG, Leverkusen, Germany. For antibiotic preparations for veterinary use (5)

**Cerotac**, 931,208, by Plant Protection Ltd, London SW 1. For insecticides, fungicides, herbicides, weed-killing preparations and chemical preparations for desiccating and defoliating plants (5)

**Fabrol**, 932,368, by J. R. Geigy AG, Basle, Switzerland. For pharmaceutical preparations and substances for human and veterinary use; sanitary preparations and substances; medical and surgical plasters; materials prepared for bandaging; disinfectants and antiseptics (5)

**Avi-Tect**, 933,432, by Avi-Tect Ltd, Ipswich, Suffolk. For animal and insect repelling preparations; and insecticides (5)

**Chestors**, B933,496, by Potter & Clarke Ltd, Croydon, Surrey. For pharmaceutical preparations and substances, all for use in the treatment of the lungs and chest (5)

**Sulestrex**, 933,587, by Abbott Laboratories, Chicago, Illinois, USA. **Rimeticum**, 938,774, by

Roche Products Ltd, Welwyn Garden City, Herts. For pharmaceutical, veterinary and sanitary substances (5)

**Zantin**, B934,054, by Allen & Hanburys Ltd, London E 2. For pharmaceutical and veterinary preparations and substances (5)

**Symposin**, 934,253, by Wellcome Foundation Ltd, London NW 1. **Dradol**, 934,990, by Roussel-Uclaf, Paris, France. **Milid**, 935,128, by Rotta Research Laboratorium SpA, Milan, Italy. For pharmaceutical preparations and substances (5)

**Tempo** (device), 934,873, by Procter & Gamble Ltd, Gosforth, Newcastle upon Tyne. For deodorants (5)

**Cotopa**, 935,302, by Sandoz Products Ltd, Horsforth, Leeds. For pharmaceutical substances and products (5)

**Nurse Sykes**, 936,158, by J. Waterhouse & Co Ltd, Ashton-under-Lyne, Lancs. For pharmaceutical preparations for human use for sale in England, Scotland and Wales (5)

**Veracur**, 937,768, by Typharm Ltd, Blandford Forum, Dorset. For pharmaceutical products and substances, all for external use (5)

**Myspect**, 938,622, by E. R. Squibb & Sons Ltd, Twickenham, Middlesex. For pharmaceutical and medicinal preparations, all being antitussive (5)

**Wilkinson Sword** (device), 923,207, by Wilkinson Sword Ltd, London SW 1. For safety razor blades; hand shears and scissors (other than surgical scissors); nail clippers, etc. (8)

**Glanz**, B890,699, by J. J. Silber Ltd, London EC 1. For binoculars and optical lens apparatus for use with monoculars, cameras and with microscopes (9)

**Bahyfresh**, B935,389, by Southalls (Birmingham) Ltd, Saltley, Birmingham. For paper and paper tissues, all adapted for nursery use, and disposable paper napkins for babies (16)

**The Enlightened Mirror**, B934,323, by Carmen Curler Co Ltd, London W 1. For mirrors incorporating a means for illumination (20)

## PATENTS

*Complete Specifications Accepted*  
From the 'Official Journal (Patents)',  
July 30

**Lipstick containers**  
Sebec SA. 1,163,542-44.

**Medicament applicators**  
Swallowfield Aerosols Ltd. 1,163,573.

**Insecticidal compositions**  
Pyrethrum Board of Kenya. 1,163,581.

**Dry shavers**  
L. Ottina. 1,163,629.

**Substituted benzimidazoles and biocidally-active compositions**  
Fisons Pest Control Ltd. 1,163,711.

**Dihalomethylene substituted steroids**  
Syntex Corporation. 1,163,736.

**7-Dihalomethyl steroids**  
Syntex Corporation. 1,163,737.

**Process for suppressing the growth of micro-organisms**  
Pfizer & Co Inc. 1,163,738.

**11-Desoxyprostaglandin and preparation thereof**  
Ayerst, McKenna & Harrison Ltd. 1,163,762.

**Preparation of 4-substituted thiazoles**  
Merck & Co Inc. 1,163,803.

**Process for the racemization of salts of D- $\alpha$ -amino- $\alpha$ -(3,4-dimethoxybenzyl-propionitrile**  
Knoll AG Chemische Fabriken. 1,163,858.

**Process for the racemization of salts of D- $\alpha$ -amino stances**  
Kyowa Hakko Kogyo Co Ltd. 1,163,865.

**Phenoxyphenyl alkanesulphonates and therapeutic compositions containing them**  
Upjohn Co. 1,163,867.

**Anti-seborrhoeic compositions suitable for oral administration**  
L'Oreal. 1,163,870.

**Method of preparing an antifungal antihistotic material**  
Ceskoslovenska Akademie Ved. 1,163,910.

**Tricyclic amines and a process for the manufacture thereof**  
F. Hoffman-La Roche & Co AG. 1,163,969.

**Insecticidal compositions**

Armour & Co. 1,164,004.

**Parasitocidal thionosalicylic acid anilides**  
Farbenfabriken Bayer AG. 1,164,016.

**Parasitocidal dihydrobenzoxazines and their preparation**  
Farbenfabriken Bayer AG. 1,164,017.

**Parasitocides**  
Rhône-Poulenc SA. 1,164,028.

**Hydrazide derivatives**  
Byk-Gulden Lomberg Chemische Fabrik GmbH. 1,164,039.

**Sulphanilamides and a process for the manufacture thereof**  
F. Hoffman-La Roche & Co AG. 1,164,058.

**Adjustable safety razor**  
Eversharp Inc. 1,164,099.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, WC 2, from September 10.

## COMING EVENTS

**Sunday August 10**

**Doncaster and District Branch, Pharmaceutical Society**, cricket match, 2.30 p.m., Selby Cricket Club grounds.

**Wednesday August 13**

**South London and Surrey Pharmacists Golfing Society**, meeting at Croham Hurst Golf Club.

**Manchester and District Pharmaceutical Golfing Society**, Phillipson Memorial trophy match (bogey), Dunsar Golf Club.

**Tuesday September 9**

**The Society for Analytical Chemistry's** second conference on particle size analysis, University of Bradford, until September 11.

**Tuesday September 16**

**British Institute of Management's** seminar on staff training for decimal currency; Great Eastern Hotel, London EC 2, 9.30 a.m.-4.30 p.m.

**Thursday September 18**

**British Institute of Management's** distributive trades seminar on "The basic principles of merchandising," Cumberland Hotel, Marble Arch, London W 1.

**September 20 to 22**

**Agricultural and Veterinary Pharmacy Group, Pharmaceutical Society of Great Britain**, Sunderland School of Pharmacy. Week-end course of eight lectures and a discussion forum on crop protection. Fee (provisional) including accommodation and meals: £8 8s. Details from Miss J. L. Millward, Pharmaceutical Society, 17 Bloomsbury Square, London, WC 1.

**Tuesday September 23**

**Retail Trades Education Council's** "Decimalisation and the Retailer" seminar, Manchester.

**Wednesday September 24**

**Retail Trades Education Council's** "Decimalisation and the Retailer," Liverpool.

**Tuesday September 30**

**Retail Trades Education Council's** "Decimalisation and the Retailer" seminar, Birmingham.

**Sunday October 26**

**Chiltern Region, Pharmaceutical Society**, first regional conference, 2.30 p.m., Caledonian Hotel, Watford, Herts. Subject: Profitable professionalism. The chief speakers, who will give their personal views, are Messrs C. W. Maplethorpe (a former president of the Society); E. G. B. Fortune (proprietor pharmacist); and J. M. T. Ross (chief pharmacy superintendent, Boots Pure Drug Co Ltd). Ticket available from the local branch secretary. Luncheon (optional) 17s 6d.



# MARKET NEWS

## Bismuth salts expected to rise

London, August 6: BISMUTH SALTS are expected to advance following a rise in the price of the metal recently. In the 'free' market there has been a premium of 90 cents to \$1.25 lb existing over the contract rates for the metal since April. Now with a rise of \$1.25 per lb in the United States contracts in Britain will be in the region of 44s lb. The salts were last raised in mid May. MERCURY was reduced by one importer by £8 flask and others are expected to follow the lead. It is the first movement in price since November 1968.

Among CRUDE DRUGS firm conditions existed in Curaçao ALOES (up 10s cwt); CINNAMON BARK (up 5s) and CELERY SEED which advanced a further 50s on the week. With offers of new-crop PODOPHYLLUM and SENEGA being made, corresponding spot prices were shaded. SAFFRON was down by 25s lb and Costa Rican IPECACUANHA sixpence. Canary Isles COCHINEAL was firm and offers difficult to obtain but Peruvian material was reduced.

Among ESSENTIAL OILS Brazilian BOIS DE ROSE and PENNYROYAL were weak. Chinese SPEARMINT was sixpence kg lower for shipment, Ceylon CITRONELLA was also easier by about the same amount.

## Pharmaceutical chemicals

CALCIUM CARBONATE: 1P light precipitated powder, 1-ton lots £47 10s per ton in free bas, delivered. Prepared powder £22 10s ex works.

CALCIUM CHLORIDE: Fused 437s 8d per 100-kg in 12½-kg tins.

CALCIUM GLUCONATE (Per kg): 25-kg 10s 4d; 50-kg 9s 9d; 250-kg 9s 5d.

CALCIUM LACTATE: 250-kg £412 per 1,000 kg.

PHENOLPHTHALEIN: 250-kg lots BP and yellow 18s 9d kg.

SODIUM ACETATE: BPC 1949, 50kg 4s 0½d kg.

SODIUM BENZOATE: 1 ton lots 2s 5d lb.

SODIUM BICARBONATE: BP £24 8s per ton for 8-ton lots in 1-cwt bags.

SODIUM CHLORIDE: Vacuum dried, 179s 4d per ton in paper sacks for 6-ton lots.

SODIUM CYCLAMATE: 1 ton lots 4s lb.

SODIUM FLUORIDE: BPC 50-kg kegs 10s 4d kg.

SODIUM FORMATE: BPC 1934 6s 8d kg in 50-kg lots.

SODIUM GLUCONATE: Pyrogen-free 500-g £12 per kg; refined 150 kg 8s 9d kg.

SODIUM METABISULPHITE: Powder 1s 11d kg in 50-kg sack.

SODIUM NITRITE: BPC, 50-kg kegs 6s 2d per kg.

SODIUM PANTOTHENATE: Per kg 105s for 1-9 kg lots.

SODIUM PERBORATE: (Per ton) TETRAHYDRATE (minimum 10 per cent. available oxygen), £144 8s in 1-cwt kegs; £136 18s in 1-cwt bags;

PERBORATE MONOHYDRATE (15 per cent. available oxygen) is £313 4s.

SODIUM PERCARBONATE: (Per ton), £173 15s in kegs (bags £7 10s per ton lower) for minimum 12 per cent. available oxygen.

SODIUM PHOSPHATE: BP ACID crystal 6s 3d kg; POWDER 8s 1d.

SODIUM POTASSIUM TARTRATE: BPC (Per 1,000-kg) 50-kg £267; 250-kg £258.

SODIUM SALICYLATE: 1-ton lots in bulk, 3s 10½d per lb.

SODIUM SULPHATE: BP £36 5s to £38 10s per ton as to crystal. BP exsiccated £58 10s ton (5-cwt lots).

SODIUM SULPHITE: 4-ton lots; photo quality, £31 12s 6d per ton in bags.

SODIUM THIOSULPHATE: In 4-ton lots £38 12s 6d per ton ex works.

## Crude Drugs\*

ALOES: (per cwt) Cape primes 290s spot, 275s, cif. Curacao 630s spot; shipment nominal.

CASCARA: Spot nominally 335s cwt; new crop offers awaited.

COCHINEAL: (Per lb). Canary Isles silver-grey 37s 6d, cif; black brilliant 41s 6d, cif. Peruvian silver-grey 30s, spot.

CINNAMON: Seychelles bark 455s cwt spot; 430s, cif. Ceylon quills (cif), four 0's 9s 3d lb; quillings 4s 10d.

GINGER: (cwt) Nigerian split 440s, peeled 400s; Jamaican No. 2, 695s all spot.

GUMS: (Per cwt). ACACIA: Kordofan cleaned sorts 262s 6d spot, 255s, cif. KARAYA: No. 2 f.a.q. gum 450s spot; 430s, cif. TRAGACANTH: No. 1 spot, £285; No. 2 £265.

IPECACUANHA: (Per lb)—Matto Grosso spot 52s 6d; 52s, cif; Costa Rican spot 64s; shipment (August-September) 62s, cif.

MERCURY: Spot from £215 per flask of 76 lb, ex warehouse.

PEPPER: (Per lb) Sarawak white 3s 3d spot; 3s 2½d, cif; black 2s 8d spot; 2s 5d, cif.

PODOPHYLLUM: *Emodi* spot 435s; shipment 370s, cif.

SAFFRON: Mancha superior 600s per lb.

SEEDS: (Per cwt) ANISE: Chinese star unselected 185s; Spanish green 270s, both duty paid. CARAWAY: Dutch 172s 6d spot. CELERY: Indian afloat sold at 600s, cif. CORIANDER: Moroccan 105s spot; 97s 6d, cif. CUMIN: Chinese 175s spot, Iranian 180s. DILL: Indian 195s cif. FENNEL: Chinese 110s duty paid; 95s, cif. FENUGREEK: Moroccan 75s duty paid; August-September 59s 6d, cif. MUSTARD: English 50s-95s as to quality; brown 110s.

SENEGAL: Canadian 27s 6d spot lb; shipment (new crop) 28s 6d, cif. Japanese 20s in bond.

SENNA: (Per lb) Tinnevely LEAVES spot: Prime No. 1, 2s 3d; No. 3 f.a.q. 1s 4d; shipment No. 3 1s 2½d, cif. PODS: Tinnevely hand-picked, spot 2s 2d; manufacturing 1s 8d. Alexandria hand-picked 6s 6d to 9s as to grade; manufacturing forward 1s 11d cif; spot 2s 3d.

TURMERIC: Madras finger 320s cwt spot; August-September shipment 315s, cif.

WAXES: (cwt) BEES', Dar es Salaam 735s, cif. Candelilla 550s spot; 540s, cif. CARNAUBA fatty-grey 350s spot, 330s, cif; prime yellow 550s and 510s, cif.

## Essential and expressed oils\*

ALMOND: Imported 5s lb spot.

AMBER: Rectified spot, 2s 6d per lb.

ANISE: Chinese 15s 6d lb spot, 14s 9d, cif.

BAY: 43s lb spot; 41s, cif.

BERGAMOT: Spot from 68s to 78s lb.

BIRCH TAR: Rectified 16s lb spot.

BOIS DE ROSE: Brazilian 18s 3d lb spot; 17s 6d, cif.

BUCHU: Imported 1,200s lb.

CADE: Spanish 2s 9d lb, drum lots.

CAJUPUT: Spot from 10s to 12s lb.

CAMPOR, WHITE: Spot 7s 9d kg, duty paid; 7s, cif.

CANANGA: Java 24s per lb.

CARAWAY: Spot 55s lb; English 80s.

CARDAMOM: Indian 525s per lb, English-distilled 1,930s kg.

CASSIA: Spot 20s-25s per lb for 80-85 per cent; 19s, cif.

CASTOR: BP £200 ton, naked ex mill.

CEDAR: LEAF 60s lb; WOOD African 7s 6d; American 13s 6d.

CELERY: Resellers of Indian at 500s lb.

CINNAMON: English distilled 52s oz; Ceylon leaf 16s lb; Seychelles leaf rectified, 22s 6d.

CITRONELLA: Ceylon 7s per lb spot; 6s 6d, cif; Formosan no offers; Chinese 5s 5d in bond; 5s 6d, cif.

CLOVE: (lb) Madagascar leaf, 13s in bond and eif for September shipment. English distilled bud 66s.

COD LIVER: BP in 45-gal drums 12s per gal plus 30s deposit on drums. Veterinary from 9s 10d to 10s 9d per gal 25-stone lots, delivered.

CORIANDER: From 45s per lb spot.

CUBEB: English distilled 100s per lb.

CUMIN: English distilled oil from 120s per lb imported from 100s.

DILL: BP 52s 6d lb spot.

EUCALYPTUS: Chinese 80-85 per cent 12s kg spot; 10s 9d, cif.

FENNEL: Spanish sweet 13s 6d lb.

GERANIUM: Bourbon 110s lb.

GINGER: (per lb) Indian 365s; Chinese 80s nominal; Jamaican 175s.

GRAPEFRUIT: Florida 25s lb spot.

JUNIPER BERRY: English distilled 270s lb; imported 65s.

LAVANDIN: French 30-32%, 24s lb.

LAVENDER: French 40-42%, 50s lb.

LAVENDER SPIKE: Spanish 24s lb.

LEMON: Sicilian spot 35s to 55s lb as to quality; shipment from 50s, c and f.

LEMONGRASS: Spot 67s 6d kg; August-September shipment 53s, cif.

LIME: West Indian distilled from 70s per lb.

NUTMEG: East Indian 45s lb; West Indian 80s; English distilled 100s.

OLIVE: Spot, £345-£350 per ton ex wharf duty paid. Shipment: Spanish £275-£280 metric ton fob; Moroccan £265-£270, c and f London.

ORANGE: Florida sweet from 6s per lb.

PALMAROSA: 205s kg spot and cif.

PATCHOULI: Spot 25s to 26s per lb duty paid; shipment 21s to 23s 6d, cif.

PENNYROYAL: To arrive, 18s 6d lb.

PEPPERMINT: (Per lb) *Arvensis*: Chinese 10s 1½d spot; 10s, cif. Brazilian 10s 3d spot; shipment 10s, cif. American *Piperita* 40s to 60s, Italian 95s.

PETITGRAIN: Paraguay for shipment, 18s lb, cif; spot 19s.

PIMENTO: (Per lb). BERRY, imported, 95s; English distilled 390s; LEAF 24s, cif.

PINE: *Pumilionis* 15s 6d to 17s 6d per lb; *syvestris* 11s; *abietis* 20s.

ROSEMARY: Spanish 12s lb, spot.

SAGE: Spanish 19s 6d per lb.

SANDALWOOD: Mysore spot 290s kg, East Indian for shipment 300s, cif.

SPEARMINT: American 52s lb. Chinese spot 61s 6d per kg; shipment 59s, cif.

TANGERINE: From 35s to 45s lb.

VETIVERT: Bourbon, spot, 100s per lb.

## New York market

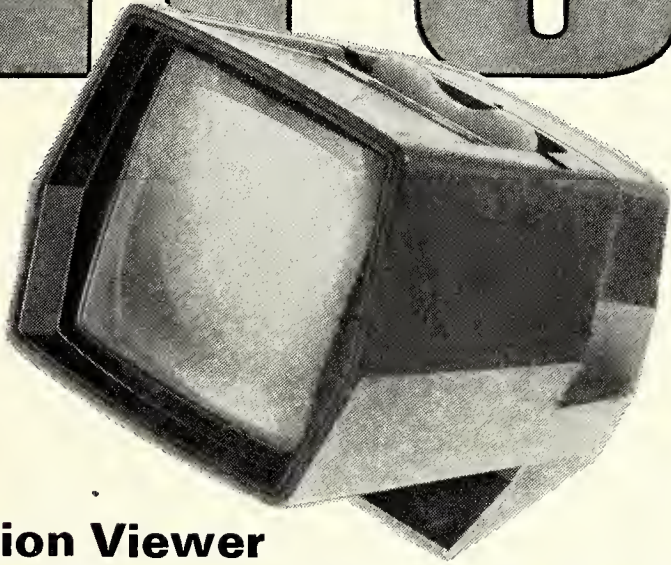
New York, August 4: Dealers said that a poor crop of TRAGACANTH GUM firmed selling prices and believe that even with normal demand the near future holds the possibility of still higher levels. ARROW-ROOT prices ranged from 30 to 35 cents lb with demand holding at a fair level.

\* Prices obtained by importers or manufacturers ex-warehouse for bulk quantities.



# A BATTERY SLIDE VIEWER FOR ONLY

# 11'6



## Vision Viewer

It's true a battery powered 35mm viewer that sells for only 11/6. Smart modern styling, runs on 2 penlite batteries. It's a must for your photographic counter.

## Way-a-view

Modern streamlined design. Finished in two tone grey. Handy folding metal stand. Uses 2 penlite batteries.

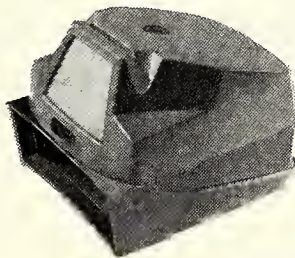
## 16/9



## Lunaday

Wide screen reflective daylight viewer, uses only natural light sources, no batteries to keep on replacing. Finished in two tone grey with folding metal stand.

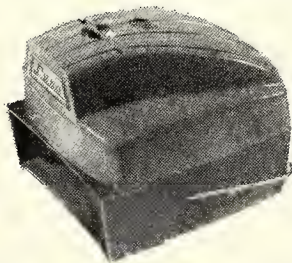
## 17/6



## Lunabatt

Reflex wide screen viewer. Two penlite batteries give big bright pictures on the panoramic screen. Finished in two tone grey with folding metal stand.

## £1-2-8



Importers & distributors of fine photographic products.  
**Valentine & Carr Ltd.**  
(A Photax Company)  
70 Charlotte Street, W.1.

# Outdoor Girl moves fast!

What she likes today, she'll hate tomorrow. Outdoor Girl give you the products she wants, when she wants them: up-to-the-minute cosmetics at prices she can afford. Our eye-catching 4-tiered free-standing unit puts this fast-moving cosmetic range where impulse-buying Outdoor Girls can't resist it... gives you quick turnover and high profit for low stock investment. And as an Outdoor Girl dealer, you're supported by a major full-colour advertising campaign in leading national magazines.



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Today's fastest-selling cosmetics



To find out more, fill in this coupon and our representative will call on you.

I would like more information on your range...

NAME.....

ADDRESS.....

To: Sales Manager, Girl Cosmetics Ltd, Hook Rise, Surbiton, Surrey.



# New Flashpack 6

## full of bright ideas from Philips



Flashpacks started with Philips. So what's new in the new Flashpack 6? Each Flashpack contains 100 PF1B, 80 Super AGIB and *three* free Handipaks containing 36 PFC4 Flashcubes (144 flashes).

All your flash requirements in one pack plus your own free interlocking storage system.

Sell more flash and you sell more film. More prints. More of everything photographic. How's that for a bright idea?



These free Handipaks interlock on all sides and can be wall mounted if desired. Nice, handy storage systems for filters, adaptors, lenses, etc. Every new Flashpack 6 order brings you three more!

# PHILIPS

PHILIPS ELECTRICAL LIMITED, Lighting Division, Century House, Shaftesbury Avenue, London, W.C.2.

## Philips brighten up photography

PL3791PF





Why the **Marathon**  
is the best value  
and the biggest selling  
**one-way nappy!**



—*apart from being the original*

- 1 **ITS SIZE**  
LARGEST: Coverage of baby's skin must be adequate to ensure **complete protection** against nappy rash.
- 2 **ITS QUALITY**  
SPECIAL: The bulk nylon yarn edging allows for stretch without loss of shape; with perfect washability and easy care, this ensures longer life.
- 3 **A GUARANTEED PRODUCT**

From your usual Wholesaler, write Marathon Knitwear Ltd., Peveril Street, Nottingham.

— ***offers the greatest protection  
against nappy rash***



# CLASSIFIED ADVERTISEMENTS

## HOSPITAL APPOINTMENTS

### BARNET GENERAL HOSPITAL

**Wellhouse Lane, Barnet, Herts**  
Pharmacy Technician I  
required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

**Barnet Group Hospital Management Committee**

### BARNET GENERAL HOSPITAL

**Wellhouse Lane, Barnet, Herts.**  
Senior Pharmacist

required in Group Pharmacy of Category V Hospital Whitley Council salary and London Weighting. Pleasant, modern, comprehensive Pharmacy. Apply to Group Pharmacist.

### ILFORD AND DISTRICT HMC

**Pharmacy Technician—Grade I and II**  
Whole-time for Group Pharmacy. Based at Barking Hospital, Upney Lane, Barking, Essex. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

### New Southgate Group Hospital Management Committee

#### FRIERN HOSPITAL

Chief Pharmacist III

required by this large psychiatric hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital, New Southgate, London, N 11.

**PHARMACY TECHNICIAN Grade I**  
required  
(post available from 1st November, 1969)

at the West Kent General Hospital Maidstone. Salary and conditions of service in accordance with Whitley Council recommendation. Applications for full particulars to the Chief Pharmacist at the Hospital.

### ROYAL SOUTH HANTS HOSPITAL

**Fanshawe Street,  
Southampton, SO9 4PE**  
Deputy Chief Pharmacist  
required

in this busy Category V Group Department. The Royal South Hants Hospital will form part of the Teaching Complex at present being developed in Southampton. Salary scale £1,381 to £1,751. Applications to the Hospital Secretary.

### ROYAL INFIRMARY OF EDINBURGH

Senior Pharmacist

to take charge of Quality Control Laboratory. Main duties relate to Quality Control of tablets, surgical dressings, haemodialysis fluids and sterile solutions. Modern well-equipped laboratory in Category V Teaching Hospital. Excellent opportunity for gaining wide experience in Hospital pharmacy. Commencing salary £1,220 on scale rising by annual increments to £1,520. Temporary accommodation for lady. Apply giving full details to Personnel Officer.

### SOUTH LIVERPOOL HOSPITAL MANAGEMENT COMMITTEE

Applications are invited for the post of

#### DEPUTY CHIEF PHARMACIST (Category V)

based on Sefton General Hospital (847 Beds). The post affords a wide variety of interesting work including Maternity and Psychiatric Departments, Regional Cardiac and Regional Urological Units and Regional Quality Control Laboratory. Remuneration in accordance with Whitley Council Salary Scales £1,383 - £1,751 per annum. Applications, stating qualifications and full details of experience, should be sent to me by Wednesday the 20th August, 1969.

**G. A. SMITH,**  
Secretary to the Committee,  
Sefton General Hospital,  
Liverpool, 15.

### MANAGERS REQUIRED

for self-service drug stores  
in Southall, Middlesex and  
Hitchin, Herts.

Must be experienced in  
shop management. Good  
wages. Write or phone to

**Bloom's**  
182 Kilburn High Road  
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Tel: 01-624 8895

**STAFFORD AND STONE CO-OPERATIVE SOCIETY LTD.** Pharmacist Branch Manager required in Stafford, due to impending retirement. Salary by negotiation. Annual sales £20,000. 5 day week, no rota duty. 3 weeks' holiday. Excellent Superannuation Fund. Applications to Superintendent Pharmacist, 10 Salter Street, Stafford.

**PHARMACIST** required to take charge of modern shop. Attractive dispensary, supporting staff of four, no Sunday rota. Four weeks' annual holidays. Salary £1,870 p.a. Superannuation scheme. Low cost housing available, removal expenses. Near to attractive coast and golfing facilities.

Applications, in writing to: The General Manager, Prestonpans Co-operative Society Limited, 190 High Street, Prestonpans.

## NOTICES

Re: **Mallagh & Co.**  
**T. Graham & Co.**  
**Proseldis Chemical Co.**

The late Albert Charles Hansing, of 17 Carnarvon Road, Woodford, E.18, who died on the 13th December 1968 carried on business under the above trade names. All persons having claims against any of these Companies are required to give notice to Westminster Bank Limited, Trustee and Income Tax Department, 10 South Street, Romford, Essex, or to their Solicitors Messrs. Lewis, Foskett & Co. of George Lane, Woodford, E.18 before the 31st day of August 1969 after which date the estate of the deceased will be distributed having regard only to the debts notice of which has then been received.

## PREMISES

**ORRIDGE & CO.**  
DACRE HOUSE,  
DACRE STREET,  
VICTORIA STREET,  
LONDON SW 1  
TEL.: 01-799 6433 (5 LINES)

**KENT.** Retirement and ill health necessitates sale of rapidly increasing good class retail business. Turnover last year £36,677 which included approximately £14,500 from NHS. Attractive pharmacy. L/u. Long lease at £525 p.a. Scope. Price: Goodwill, £6,500, fittings and fixtures, £1,500 s.a.v. (£6,500 can be paid off over a period to a private purchaser). Recommended.

**DORSET** coast. Old established pharmacy in prime trading position. Turnover last year £37,920. Current year shows an increase of about £1,500 to date. Flat over occupied by assistant at present. Val. agencies inc. Arden. Long lease at £600 p.a. Normal business hours. Retirement. Price (inc. val. fittings and fixtures) £10,000 s.a.v. Recommended.

**SUNNINGDALE.** Ill health necessitates sale of well situated pharmacy. Turnover around £25,000 p.a. Scope. N/p about £5,000. Aud. figures. Double shop with Arden agency. Two flats over. Leasehold premises for sale. Ground rent £25 p.a. Price: Leasehold property and goodwill £14,000 o.n.o. plus s. & f.a.v. Stock about £3,000. Good potential. Recommended.

**S. LONDON** busy market thoroughfare. Heavy NHS. Turnover well over £55,000 p.a. N/p to man. prop. should be at least £8,000 p.a. Scope. Extraordinary valuable. Long lease at £850 p.a. Creditors sale, s. & f. recently valued at between £14/15,000. Further particulars supplied to applicant supplying Banker's reference. Recommended.

## SITUATIONS VACANT INDUSTRY

### VERSATILE SECRETARY REQUIRED

(Nth. London)

This situation will appeal to a woman 30 or over, who also has comprehensive book-keeping and typing experience, and can work on her own initiative with the required enthusiasm.

If you have these qualities and would like to work for a small, but expanding Pharmaceutical Company, we should like to hear from you. An appropriate salary is offered to a suitable applicant. Please write with full particulars to:

**The Marketing Manager,  
Glenwood Laboratories  
Ltd.,**

**16 Swains Lane, Highgate,  
London, N.6**  
marking envelope 'Private'

## SITUATIONS VACANT RETAIL

### MILLS CHEMISTS

Have vacancies for Pharmacist Managers and relief Pharmacists due to rapid expansion. Generous salaries and holidays. Pension fund. Please reply to

**37 High Street,  
Keynsham, Bristol.**  
Tel.: Keynsham 3678.

## REPRESENTATIVES

### SALES REPRESENTATIVES

A nationally known company marketing fast-moving hair beauty sundries through chemists and stores, wishes to appoint representatives to the following territories:

1. North, N.W. and West London postal districts.
2. Glos., Somerset, Devon and Cornwall.
3. East Midlands.

These territories, already fully developed, produce above-average turnover.

Successful applicants will be experienced in selling to chemists and stores and must reside on territory.

Excellent basic salary plus bonus plus commission. Company car supplied and all expenses paid.

Write to Box C. 1484.

### BEAUTY PRODUCTS COMPANY

require representatives to call on chemists and drug-gist outlets in London area. Good salary, Commission and car allowance. Existing accounts.

Apply in writing, giving full details of previous experience to **Box C. 1483**



**max**

Designers & Shopfitters



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### PHARMACEUTICAL & RELATED PRODUCTS IMMEDIATE CAPACITY FOR TABLETS, LIQUIDS, CREAMS, POWDERS, ETC.

★ Plant and Analytical Control  
facilities ensure highest standards ★

All enquiries in strictest confidence to:

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Lakeside Laboratories  
Rawdon

Leeds LS19 7YA Tel. Rawdon 2143/6

Start your own business without  
experience in association with  
and with the help of an inter-  
national company. Capital re-  
quired £600-£1,000. Apply in  
writing to —

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Glasgow C.2.

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fitting equipment, we can offer  
you at very attractive prices:  
Display shelving, storage shelv-  
ing, counter's display cases and  
cabinets, drawer units, complete  
dispensary fitments. In fact all  
you require for a modern easy-  
to-run unit.

Free quotation and usual H.P.  
terms. Contact:

Ebdon Bros., Ltd.,  
33, Petergate,  
Wandsworth, S.W.11.

Tel.: VANDyke 1737.

## BUSINESS FOR SALE

OLD ESTABLISHED DRUG STORES  
for sale with large horticultural  
trade for conversion to pharmacy.  
Small midland town. Mortgage avail-  
able at 6%. Apply Box C 1473.

DRUG STORE & FREE OFF-  
LICENCE, Prestwich, nr. M/CR. On  
parade of 15 shops. No chemist.  
D/F shop. 2 beds, bath, w.c. Full  
central heating. Prop. £5,375 or  
rent £15 p.w. excl. Bus. £1,800  
s.a.v. (Deposit £800 s.a.v.). The  
Shopkeepers' Agency Ltd., 36 King  
Street, Manchester, 2. Tel: 061  
832 2016.

## SHOPFITTINGS

SHOPFITTINGS — Manufacturers of  
chemists fittings offer Special Terms  
to chemists opening or re-fitting in  
August, Sept. and Oct., willing to act  
as show installations for new range  
of display shelving, showcases, coun-  
ters Usual H.P. facilities. Limited  
amount of six year rental available.  
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Bristol, 2. Tel.: Bristol 40326.

INTERPLAN. Modernise with modu-  
lar interchangeable fittings to in-  
crease your sales. Complete services  
including shop fronts if required.  
Free planning and brochures avail-  
able. Olney Bros. Ltd., Northbridge  
Road, Berkhamsted, Herts. Tel.  
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## FOR SALE

SAVE UP TO 30% on all consumer  
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furniture, radios, etc. Famous Manu-  
facturers deliver direct to you. Write  
for free 32-page Discount Shopping  
Guide to Discount Shopping Centres,  
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Hove, Sussex. Tel.: Brighton  
778922/3.

**6/9 ANZORA 6/9**

SIZE

SIZE

**FOAM AFTERSHAVE**

**24/- DOZEN**

Inc PT

Min 6 doz. lots

DISPATCHED SAME DAY

SPECIAL QUOTE FOR 60 DOZ.

ELKIN MARGO LTD.

162 HACKNEY RD., LONDON, E.2  
01-739 7938/9.

CIGARS AND WHIFFS, up to 30%  
saving! Top brand discount service.  
Write for list and free voucher.  
CIGAR PLAN, CD2, Havana House,  
Birmingham 20.

## TENDERS

### NOTTINGHAMSHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following goods and  
articles to various premises within the County for a period of  
12 months commencing 1st November, 1969:—

MEDICAL AND SUNDRY SUPPLIES  
SURGICAL APPLIANCES AND INSTRUMENTS  
NURSING EQUIPMENT AND APPLIANCES, INCLUDING  
COMMUNES AND WHEELCHAIRS  
RUBBER ARTICLES  
SURGICAL DRESSINGS AND PLASTERS, ETC.  
MATERNITY OUTFITS AND PADS  
COD LIVER OIL PRODUCTS  
DENTAL CONSUMABLE STORES AND INSTRUMENTS  
VACCINES

Further particulars and forms of tender and conditions of  
contract may be obtained from the County Medical Officer,  
County Hall, West Bridgford, Nottingham, NG2 7OP. Completed  
tenders in the envelopes to be supplied should be received not  
later than 10 a.m. on Friday, 5th September, 1969.

A. R. DAVIS,  
Clerk of the County Council,

County Hall,  
West Bridgford,  
Nottingham NG2 7OP.

## TRADE MARKS

The Trade Marks set out below were assigned on the 18th June  
1969 by Vitaluxan Limited of Lane End Works, Lower Lane Mill,  
Milnrow, near Rochdale, Lancashire to Henry Franc & Lauder  
Limited of Daniel Street, Oldham, Lancashire.

WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY  
WERE THEN IN USE.

Registered No.	Trade Mark	Goods
825329	CONTINTA	Incontinent pads and sanitary clothing.
829555	DISPOTEX	All goods included in Class 5.

This advertisement appears by direct of the Registrar of Trade  
Marks.

William A. Shepherd & Son,  
Trade Mark Agents,  
58 Brown Street,  
MANCHESTER M2 2LL

## SELF SERVICE DISCOUNT HOUSE

5/- IN £ CARPETS

4/- IN £ FURNITURE & BEDS

off makers rec. retail price  
SEND FOR FREE SELF SERVICE LIST  
John Evans House, Russell Parade,  
Golders Green Road, London, N.W.11.  
Tel: 01-455 9774/9

## SITUATIONS WANTED

UNQUALIFIED ASSISTANT, over  
twenty years' experience in retail  
pharmacy, seeks position as repre-  
sentative for drug house or chemist  
wholesaler, London area. Box C  
1477.

## WANTED

WANTED. We want to purchase —  
Old drug drawers, display cabinets,  
bottles, carboys, pill rollers, plaster  
machines, shop signs, exterior and  
interior. In fact anything old. We  
dismantle and collect 100 miles  
radius of London — 121, Consort  
Road, Peckham, London, S.E.15, 01-  
639 6362.

WE WILL PURCHASE for cash a  
complete stock, a redundant line,  
including finished or partly finished  
goods, packaging, raw materials,  
etc. No quantity too large. Our rep-  
resentative will call anywhere.  
Write or telephone: Lawrence  
Edwards & Co., Ltd., 6/7 Well-  
ington Road, Epsbury Road, London,  
W.11. Tel.: Park 3137-8. C 140

Premises cont.

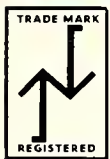
### SPECIAL OPPORTUNITY DISPENSING

A very profitable chemist/  
sundries, news, confection-  
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in a busy modern shopping  
precinct, South London,  
requires a pharmacist to  
purchase the business and  
develop it as a pharmacy.

A very high potential turn-  
over in prescription is  
anticipated, due to the local  
population need. In addi-  
tion to the dispensing  
potential the existing busi-  
ness shows a gross profit  
of £80 per week. Valuable  
council lease, with a rent  
of £9 per week. Separate  
living accommodation  
available. Remarkable op-  
portunity at £2,750 S.A.V.  
down plus £2,000 on private  
mortgage. Ref. RA 948.

Bartlett, Christie & Co Ltd.,  
64 Brentwood Road,  
Romford, Essex  
Tel Romford 64462





## GLASS CONTAINERS

**BY BEATSON** —ask your wholesaler

**1** BEATSON METRIC MEDICAL white flint screw neck 50 ml, 100 ml, 150 ml, 200 ml, 300 ml and 500 ml. **2** BEATSON METRIC RIBBED OVAL 50 ml, 100 ml, 200 ml, 300 ml and 500 ml, white flint and amber. **3** BEATSON POWDERS  $\frac{1}{2}$  oz. to 32 oz. most sizes in white flint and amber. **4** BEATSON JARS white flint  $\frac{1}{2}$ , 1, 2, 4, 6, 8, 16 oz. amber 1, 2, 4, 6, 20, 24 oz. **5** BEATSON VIALS white flint screw neck  $\frac{1}{2}$  oz. to 3 oz. **6** BEATSON METRIC WINCHESTERS screw neck amber 50 ml to 2000 ml. POISON METRIC WINCHESTERS screw neck amber 250 ml, 500 ml, 1000 ml and 2000 ml. **7** BEATSON WINCHESTERS  $\frac{1}{2}$  oz. to 90 oz. POISON WINCHESTERS 1 oz. to 90 oz, available in white flint and amber, stoppered, cork mouth, or screw neck. **8** BEATSON METRIC SLOPING SHOULDER FLAT white flint and amber 50 ml, 100 ml, 150 ml, 200 ml, 300 ml and 500 ml. **9** BEATSON DROPPERS 10 ml, 20 ml, 2 dram,  $\frac{1}{2}$  oz., 1 oz., ONE TRIP EYE DROP BOTTLES, 10 ml, 20 ml, 2 dram,  $\frac{1}{2}$  oz., 1 oz. **10** BEATSON TABLETS 3 dram to 3 $\frac{1}{2}$  oz., white flint and amber, 1 $\frac{1}{2}$  dram, amber only. **11** BEATSON OLIVE OILS 2 $\frac{1}{2}$ , 5, 10 and 20 oz.

**BEATSON, CLARK & CO. LTD.,** ROTHERHAM, YORKS. Tel: ROTHERHAM 79141 Telex: 54329

BC 189/2



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